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# C & D

## CHEMIST AND DRUGGIST

NOVEMBER 18 1967

3

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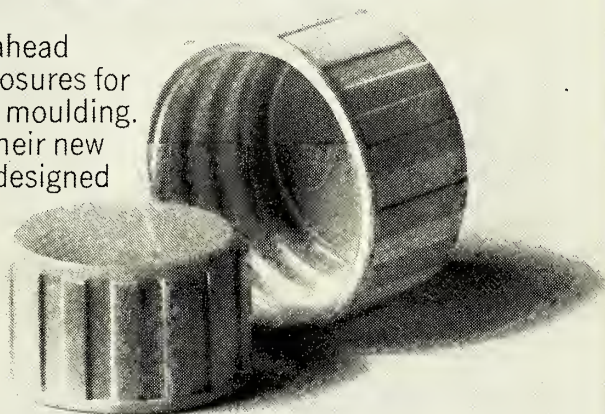
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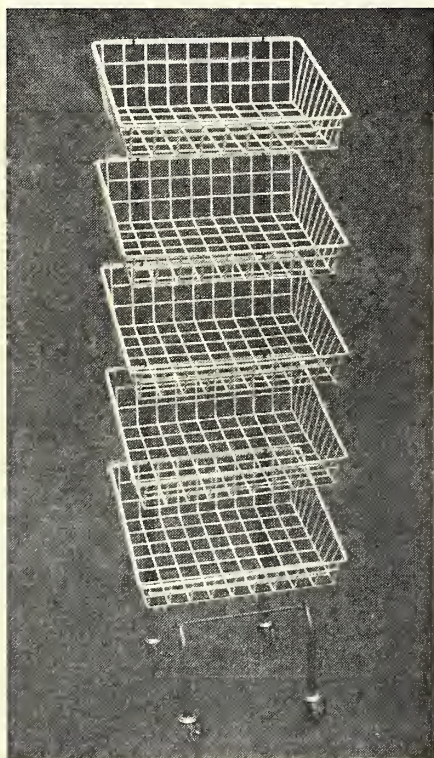
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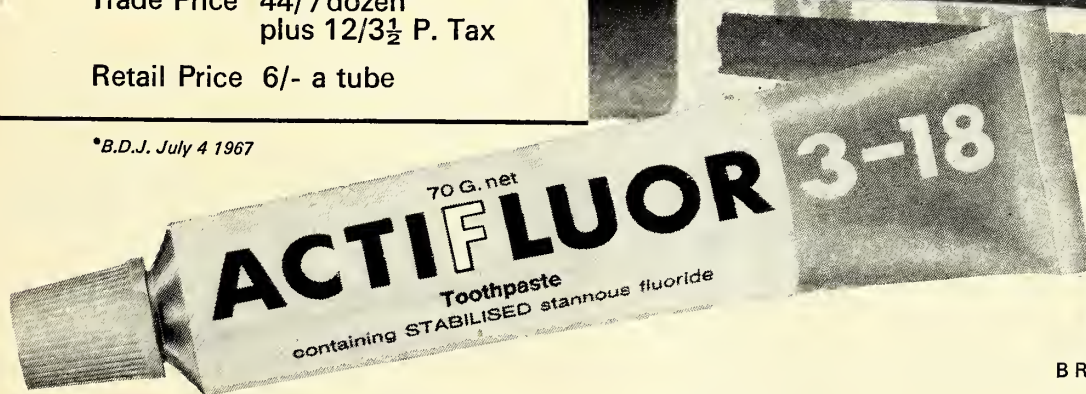
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## INDEX TO ADVERTISERS

Adhesive Fabrics (Manchester) Ltd.	5
Albion Soap Co. Ltd.	Price List 10
Ambassador Toilet Preparations Ltd.	8
Bateman-Jackson	2
Brandt, R. & Co. (Mfg.) Ltd.	5
British Dyewood Co. Ltd.	5
Brown, N. C. Ltd.	18
Burrough, James Ltd.	4
Burroughs Wellcome & Co.	Price List 1
Cataline Co. Ltd.	4
Chelsea Drug & Chemical Co. Ltd.	Price List 10
Counterpoint Store Equipment Ltd.	21
Crookes Laboratories Ltd.	Int. Edit. 11
Dunlop Co. Ltd.	Cover iv
English Grains Ltd.	4
Heyman, A. & H.	4
Illingworth, E. & Co. Ltd.	7
International Bottle Co. Ltd.	17
International Chemical Co. Ltd.	5
Laughton & Sons Ltd.	Int. Edit. 16
Lenbrook Laboratories Ltd. (Sweetona)	Front Cover
Litesome Sportswear Ltd.	19
Lombard Banking Ltd.	Int. Edit. 9
Macdonald & Son	6
Metal Box Co. Ltd.	1
Myers, S. I. Ltd.	4
National Glass Works (York) Ltd.	Cover ii
Pharmaceutical Manufacturing Co.	3
Photo Laboratories (London) Ltd.	Int. Edit. 14
Pifco Ltd.	Int. Edit. 9
Polaroid (U.K.) Ltd.	Int. Edit. 12, 13
Ransom, William & Son Ltd.	Cover iii
Royal Lyme Ltd.	Int. Edit. 10
Salter, George & Co. Ltd.	Int. Edit. 16
Save & Prosper Pensions Ltd.	Int. Edit. 15
Smith & Hill (Chemists) Ltd.	18
Versatile Fittings (W.H.S.) Ltd.	8
Weinberger, Henry Ltd.	6
Zeal, G. H. Ltd.	Int. Edit. 14
Zimmermann Chas. Co. Ltd.	18 & 19

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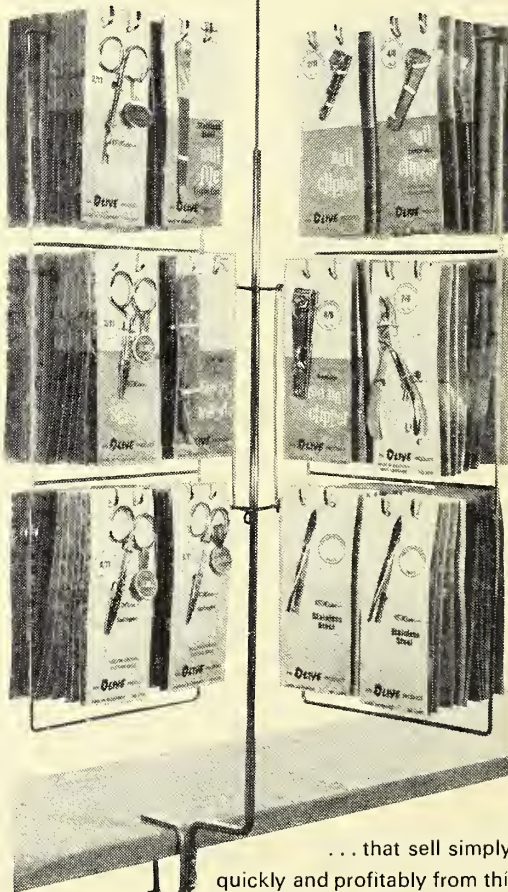


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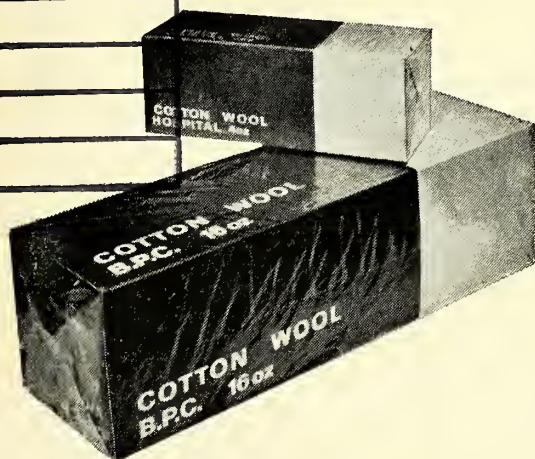
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## CHEMIST AND DRUGGIST

ESTABLISHED 1859

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*Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland*

Volume 188

November 18, 1967

No. 4579

### CONTENTS

Chelsea School Prize-giving ...	469
Cheltenham Honours a Colleague ...	466
Consumer Council ...	462
Council Views on Branch Resolutions ...	476
Glass Bottles in Metric Capacities ...	471
Guild of Public Pharmacists ...	464
In Parliament ...	465
International Pharmacopoeia ...	474
Leading Articles:—	
He Should Resign ...	473
Control of New Drugs in Ireland ...	473
Progress on Pharmaceutical Lines ...	473
On the Sidelines ...	474
Pharmacy in Australia ...	468
Predicting Chemical Industry Demands ...	475
Scottish Pharmaceutical Federation ...	464
Symposium on Cosmetics ...	464
Topical Reflections ...	463

Branch Events ...	472	New Companies ...	482
Business Changes ...	465	New Products ...	470
Coming Events ...	481	News of the Week ...	461
Commercial Television ...	482	News in Brief ...	463
Company News ...	465	Patents ...	480
Contemporary Themes ...	482	Personalities ...	466
Correspondence ...	472	Prescribers' Press ...	482
Deaths ...	467	Print and Publicity ...	481
Irish News ...	462	Trade Marks ...	479
Legal Reports ...	465	Trade Notes ...	469
Local Officers ...	463	Trade Report ...	478

*Index to Advertisers, p. 4 Classified Advertisements, p. 23*

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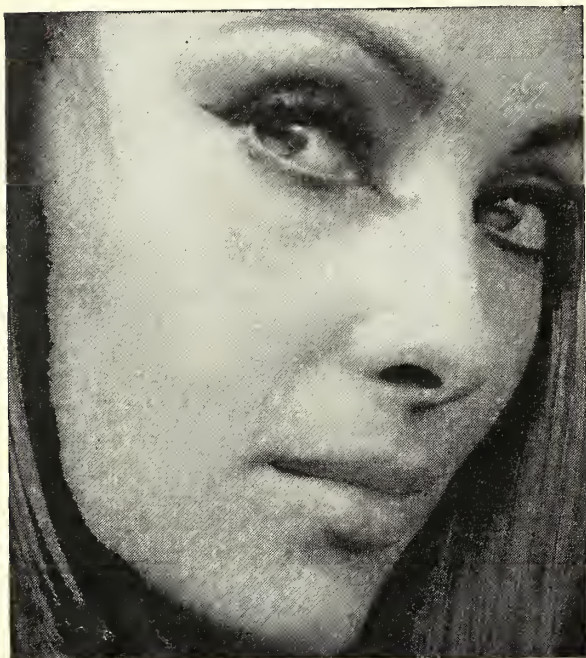
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# C & D

## CHEMIST AND DRUGGIST

Volume 188

NOVEMBER 18, 1967

No. 4579

## Council Member Before Statutory Committee

### DIRECTION TO REMOVE HIS NAME FROM REGISTER

AFTER an inquiry in which Mr. Jacob Levy (a member of the Pharmaceutical Society's Council) was the member concerned, the Statutory Committee on November 8 directed that his name should be removed from the Register.

Mr. Levy was before the Committee as superintendent pharmacist of Pharmaceutics (M/c), Ltd., who had been convicted at Manchester magistrates' court on January 12, 1966, in respect of poisons sales not carried out under the supervision of a registered pharmacist. The Committee also directed that the name of the company should be deleted for a period of twelve months from the Register as authorised sellers of poisons. The Committee's decision took account of further offences committed on September 8 this year. A detailed report of the hearing will be given next week.

### Metric Dispensing

#### DOCTOR CRITICISES MEASURE

A MEMORANDUM setting out proposed practical steps for a change-over to the metric system for prescribing and dispensing was criticised at a recent meeting of the General Medical Services Committee of the British Medical Association. The *British Medical Journal* Supplement (November 11) reports that the memorandum was the result of informal discussions between the Ministry of Health and the Pharmaceutical Society. Dr. R. B. L. Ridge called attention to the following extracts:—

When prescribing was not done in the metric system, an accurate equivalent in metric of the order in grains, drachms, etc., would be dispensed. By using the title of the preparation the doctor would be regarded as having ordered the ingredients contained in 5 mils or 10 mils of the preparation to be formulated in the British National Formulary, 1968, not the amount in a teaspoonful or tablespoonful, and the respective 5-mil or 10-mil volumes would be dispensed. Labels would bear the instruction "One 5-mil dose to be taken . . ." and a 5-mil dose British Standard spoon would be issued. Similar instructions would be given for the 10-mil dose, and a measure would be supplied graduated at 10-mil dose and permitting the necessary dilution of the stronger adult mixtures of the future.

Dr. Ridge is reported to have said

that it was impossible, with that type of vertical measure, to get a medical dose. There should be a proper measure clearly indicating what the dose should be. He suggested that provision could be made for the supply of "the odd quantity" in essential cases. Doctors would be in danger of having their freedom to prescribe a predetermined course of treatment limited if courses had to be related to standard-size bottles. He asked the Committee to state a preference for dispensing partly-filled bottles. The Committee deferred further consideration of the matter until its next meeting.

### Committee on Patent Law

#### READY TO RECEIVE EVIDENCE

THE committee to examine the patent system and patent law (see *C. & D.*, May 20 p. 462) under the chairmanship of Mr. M. A. L. Banks wishes to receive written evidence from all interested individuals and organisations, and particularly from industries in which innovation plays an important rôle. The committee's terms of reference cover the patent system as a whole and evidence would be welcomed on general matters, e.g. the place of the

patent system in the country's economy, the use made of the patent system by various sections of industry, as well as on specific points of patent law and practice. Memoranda should preferably be arranged so that distinct subjects are dealt with under separate headings. Memoranda should be sent to the secretaries of the committee—(Mr. D. Cadman and Mrs. H. Helps), 25 Southampton Buildings, Chancery Lane, London, W.C.2, before March 31, 1968.

### Hospital Building

#### INCREASE IN PAST FIVE YEARS

MARKED increase in hospital building in recent years was referred to by the Minister of Health (Mr. Kenneth Robinson), opening a new maternity unit and an out-patients' department at St. Mary's Hospital, Portsmouth. In the five years to September, hospital building schemes to the value of £223 million were completed, representing over half the total for the entire period of the National Health Service. The value of schemes in progress at the end of September this year was £234 million. It was expected that some £122 million worth of new work would be started during the present financial year.



**HIS PORTRAIT IN OILS:** Mr. and Mrs. W. Talvan Rees and Mr. Edmund Gilliland admire the portrait in oils which his colleagues in Chettenham presented to Mr. Rees on November 9 (see p. 466).

# Locums for Hospitals

## NEW RATES FOR PHARMACISTS

NEW rates for locum tenens pharmacists in the hospital service have been announced. They follow increases for other pharmacists in the service recently agreed by the Pharmaceutical Whitley Council Committee "C" (see *C. & D.*, August 5, p. 111).

The new basic weekly rates are:—

Locum tenens	£26 15s. 6d.
Locum tenens in charge I	£28 17s. 6d.
II	£31 10s. 0d.
III	£34 13s. 0d.

## Chemicals in Europe

SURVEY BY BANK CONSORTIUM

THE chemical industry could contribute still more effectively than at present to raising the standard of living throughout the world if it proved possible to remove or reduce existing trade barriers between many countries and markets. That is one of the conclusions of a report "The Chemical Industry in Some European Countries" prepared by a group of banks in Holland, Germany, Belgium and the United Kingdom. Another conclusion is that for the future economic success of the industry there must be enough qualified personnel available. The demand for trained chemists, etc., has grown steadily in past years and can be expected to grow in the future. In the U.K. one leading chemical company estimates that, out of 100 employees, the number holding university degrees is now about seven but by 1980 it will be fifteen. In

Belgium's pharmaceutical industry, at the present time, about 15 per cent. of all employees already have university or equivalent technological education. Pharmaceuticals accounted for 9 per cent. (by value) of the chemical production in both Belgium and the Netherlands during 1965; West Germany's percentage was 10.9 and the U.K., 12.5. Copies of the study can be obtained from the Economics Department, Midland Bank, Ltd., Poultry, London, E.C.2.

## Branch Meets Students

FIRST STEP IN CONTACT SCHEME

FIRST-YEAR students at the School of Pharmacy, University of London, were entertained at a cheese-and-wine evening at the Pharmaceutical Society's London headquarters on November 14. Their hosts were the North Metropolitan Branch, the event being the first step in the pharmacist-student contact scheme the Branch is organising (see *C. & D.*, August 26, p. 169). Guests were welcomed by the president of the Society (Mr. Allen Aldington, a member of the Branch) and by the Branch

chairman (Miss Anne Felton). Miss Felton said that the members and students taking part were launching what should be an extremely interesting experiment that would give the students an opportunity to see what went on every day in pharmaceutical practice. After a tour of the building, guided by Mr. Aldington and Mr. D. Lewis (secretary and registrar), members and students were encouraged to "make friends," so that invitations could be extended to students to continue the contacts throughout their course.

## IRISH NEWS

THE NORTH

### Pharmaceutical Committees

SPECIAL MEETING OF CONTRACTORS

A SPECIAL meeting of pharmaceutical contractors is being held at about 9 p.m. on November 22, at 73 University Street, Belfast, 7, following the annual meeting of the Ulster Chemists' Association. The following motion stands in the name of Mr. J. G. Stinson:—

THAT rule 5 which reads "Eligibility of Committee Members:— All chemist contractors under the Health Services Act (Northern Ireland) 1948, or Superintendents, shall be eligible for election to the Committee," be amended to read:

"Eligibility of Committee Members:— The following shall be eligible for appointment as Members of the Local Pharmaceutical Committee:—

1. Proprietor pharmacists while under contract with the N.I. General Health Services Board to provide a pharmaceutical service.

2. A Superintendent or director (who is a registered pharmaceutical chemist) of a body corporate which has a contract with the Northern Ireland General Health Services Board to provide a pharmaceutical service.

3. The registered pharmaceutical chemist who is in control of a business carried on by a representative under Section 18 of the Medicines, Pharmacy and Poisons Act (Northern Ireland) 1945, provided the representative has a contract with the N.I. General Health Services Board to provide a pharmaceutical service.

## IRISH BREVITIES

THE NORTH

PRESCRIPTIONS dispensed in Northern Ireland during August numbered 764,879 (489,975 forms). Total cost was £478,810, an average of 150.24d. per prescription.

THE REPUBLIC

THE annual dinner and dance in aid of the Pharmaceutical Society of Ireland Benevolent Fund is being held in the Gresham Hotel, Dublin, on December 5. On the afternoon of that day degrees will have been conferred on students successful in the recent examinations. Tickets for the dance (price 42s. each) may be obtained from Mr. D. Murphy, 2 Emmet Road, Inchicore, Dublin; Miss E. Smyth, at the same address; Mr. K. Banks, 163 Philippsburgh Avenue, Dublin; Miss U. O'Connor, 16 Kincora Avenue, Clontarf, and Mr. C. Conefrey, 136 Pearse Street, Dublin.

## CONSUMER COUNCIL'S VIEW

'Teltags' and Sainsbury report

'TELTAGS,' the labels designed by the Consumer Council to give factual information about the goods on which they appear (see *C. & D.*, August 14, 1965, p. 148) are now beginning to be seen in shops, states the December issue of the Council's publication, *Focus*. First two ranges of goods for which licences to display Teltags have been issued are electric kettles and floor rugs. Slide projectors are among five groups expected to be bearing the tags by the beginning of 1968. All projectors bearing the label will conform to the standards laid down in revised British Standards Institution specification 1915: Projectors for Film Strip and Miniature Lantern Slides (Educational Use) and Optical Lanterns, soon to be published. The Council estimates that ten new types of product will have Teltags each year. The *C. & D.*, was told that electric blankets are among the goods on which work is progressing. Another *Focus* article assesses a number of "bust developers"—creams, "pills" and massage or exercise appliances. (The Council recently drew attention to the fact that one cream on the market contained diethyl stilboestrol in excess of the limits agreed between the Poisons Board and The Toilet Preparation's Federation (*C. & D.*, October 7, p. 321)). It considers the Advertising Association's Code of Advertising Practice 'an almost useless instrument' and considers there is a *prima facie*

case for statutory control of the use of hormones in beauty preparations and there would seem to be a loophole whereby non-members of the Toilet Preparations Federation are not informed of agreements between that body and the Poisons Board.

Reviewing the Sainsbury Report (see *C. & D.*, October 7, p. 333), Paul Blay comments that the "largely unfavourable Press comment which greeted the Report should not be taken as a true assessment. . . . Indeed, the Ministry of Health must take some of the blame for the attitude of the Press—they released the Report at 2.30 p.m. on Tuesday, September 28, with no Press conference and only a sketchy press release. This gave the Association of the British Pharmaceutical Industry, who knew the contents of the Report in advance, the perfect opportunity to hold a Press conference that afternoon, with free copies of the Report available to all. Not surprisingly, considering the complexity of the subject, the Press took their cue from this conference." He supports the proposal that brand names be abolished and adds: "In teaching therapeutics, and in telling doctors about new drugs, it is much easier if he has to remember one name per drug rather than half a dozen. It will also presumably reduce costs to the N.H.S., because there are elements of monopoly pricing where a product is sold under a heavily advertised brand name," he concludes.

## NEWS IN BRIEF

THE Minister of Health has decided to continue the "Help Your Doctor" campaign during the coming winter.

A NEW pocket size issue of "Everybody's Guide to Social Security," explaining in simple terms the benefits of the National Insurance, Industrial Injuries and Supplementary Benefits Schemes, has been published (H.M. Stationery Office, price one shilling).

THE Office of Health Economics, 162 Regent Street, London, W.1, has commenced publication of a series of papers on early diagnosis of disease. First two titles (prices 2s. 6d. each) deal with diagnosis of raised arterial blood pressure and of visual defects.

AN agreement has been reached between the governments of the United Kingdom and Hungary for co-operation in the fields of applied science and technology, including chemical processes and technological equipment for the chemical industry, consumer goods technology, and scientific instruments and apparatus.

THE British Road Federation is arranging a one-day symposium on roads in London at the Royal Garden hotel, London, on November 28 to provide a platform for a discussion about the future development of roads in Greater London and the part that they will play in the wider context of planning and transportation.

THE first clause of the Agriculture (Miscellaneous Provisions) Bill (H.M. Stationery Office, price 4s. 3d.) was published on November 3. The Bill makes it an offence to allow livestock to suffer unnecessary pain or unnecessary distress. Provision is made to exempt "any act lawfully done under the Cruelty to Animals Act, 1876" and for the Agricultural Ministers to grant exemptions for the purposes of research and experiments.

TEN half-hour programmes under the title "Skills for Managers" are being given on B.B.C. 1 television on Sundays (repeated on Thursday evenings) commencing January 14, 1968. The programmes will deal with self-organisation, delegation, interviewing, advising, running a meeting, styles of meetings, introducing change, decision taking, setting standards and training.

PRODUCTS accepted for inclusion in the Design Index of the Council of Industrial Design, 28 Haymarket, London, S.W.1, in October included a professional photographic tripod by Benbo Products, 25 Old Milton Road, New Milton, Hants; the Pixie roll film camera (with two-tone grey plastics body), of Ilford, Ltd., Ilford, Essex; and a developing tank for roll and 35-mm. still films by Johnsons of Hendon, Ltd., 335 Hendon Way, London, N.W.4.

## LOCAL OFFICERS

## PHARMACEUTICAL SOCIETY BRANCHES

**Wigan and St. Helens.**—*Chairman*, C. H. Blenkiron; *Vice-chairman*, A. B. Boon; *Treasurer*, Mrs. I. A. Warr; *Secretary*, Mrs. P. M. Williamson, 272 Orwell Road, Wigan, Lancs. (Telephone: Up Holland 2047).

## TOPICAL REFLECTIONS

By Xrayser

*Delivery*

One of the matters considered by the Arbitration Tribunal on National Health Service remuneration in Scotland was of general interest, though in the long run academic. A claim was lodged for an allowance to be included in chemists' remuneration to cover the costs of delivery, though the chemist is not required under the regulations to give such a service. The arguments put forward by way of interpretation of the wording of a paragraph in the regulations were ingenious, if not convincing. For the chemists, it was argued that, though the presentation of the prescription might be by the hands of an agent, the duty of the chemist was to supply the drug or appliance to the patient. The management side, on the other hand, argued (p. 442) that the obligation was to supply to the person who presented the order. The Tribunal seemed to find itself in some difficulty in such a rarefied atmosphere, but decided that any claim for the cost of delivery, unless there was a change in the Regulations, was invalid. In practice, it is obviously impossible for the chemist to supply the medicine direct to the patient unless the patient presents the order and collects the medicine in person. In practice, the prescription is frequently presented by an agent, but the management side's case that the obligation is to supply to the person who presents the order seems to imply an obligation to hand the medicine to that person and nobody else. The order may be left by the patient and collected by messenger, or left by messenger and collected later by the patient. But, obligations apart, and leaving aside the precise meaning of the words in the paragraph, there are occasions, no doubt recognised by all three parties who considered the matter when medicine has to be delivered as part of the pharmacist's self-imposed service on humanitarian grounds. That has always been done. But a danger might arise if a factor were to be allowed for such a service, for the door would be opened to the offer of a delivery service that might constitute an inducement and it imposed on the pharmacist an element of compulsion.

*Overtime*

The Tribunal also examined (and rejected) a claim for "an element for time which he (the contractor) requires to spend in his work over and above what his employees might regard as normal for them." The conclusion was that it would be inappropriate to regard the contractor as a person working on any fixed basis of time. Whether so to regard him would be appropriate or inappropriate does not alter the facts, for there are few who are able to complete all the details required within the limits of normal business hours. They might do so if there were not other factors requiring attention during the day, but that is not the affair of the National Health Service. I note that the report indicates that the average proprietor does a total of 3.25 hours per week "outwith" the normal hours in connection with N.H.S. business. "Outwith" stamps the document as emanating from north of the Tweed, but is there any good reason why it should? The word is one we should have absorbed long ago. We do not have to cross the Atlantic to enrich our vocabulary.

*Removal*

I sympathise with my colleague E. C. Tenner in his task of removing shop. The large items of furniture and fittings (assuming that they, too, are involved in the move) appear to present an enormous problem, but they are child's play compared with the ten thousand "smalls" that have to be collected, transported, and reinstalled in their new environment in such a way as to be readily found at short notice. I note that, owing to limited accommodation, a process of load shedding had been going on over the years. That must be taking place over the whole country, but I hope it is not being done without discrimination. I have never completely recovered from the shock of visiting a pharmacy, in which I had been employed as a junior, and finding that a complete run of prescription books, dating from 1837, had gone for salvage. If in any doubt, take advice.

## SCOTTISH FEDERATION

### Formation of four branches

FOLLOWING a series of regional meetings in Aberdeen, Perth, Glasgow and Edinburgh, area branches of the Scottish Pharmaceutical Federation/National Pharmaceutical Union (S.P.F./N.P.U.) have been set up based on those cities.

Mr. R. Donald (chairman, S.P.F.), presided at each meeting. Speakers were Messrs H. G. Moss (chairman, N.P.U.); M. M. McNeill (secretary Pharmaceutical General Council (Scotland)); and J. C. Lamb (vice-chairman, S.P.F.).

MR. LAMB took as his theme "Lines of Communication." He said it was believed no progress could be made in advancing the future of private retail pharmacy unless all pharmacists concerned united in their action. One of the best ways to unite members, and to work out compromises where differences of opinion arose, was by agreements reached after discussion at group meetings. That called for some form of district organisation. All effort at headquarters was useless if it failed to get across to the individual member. The Executive of the S.P.F. were therefore encouraging the formation of branches of the joint organisation of private pharmacists under the title of S.P.F./N.P.U.

MR. H. G. MOSS, said that with full membership extended to all four countries in the United Kingdom, the N.P.U. was now in a strong position to help the 11,500 member pharmacies through the undoubtedly difficult times that lay ahead. He then briefly described the various N.P.U. organisations and said that the pharmacist who believed some guardian angel would give retail pharmacy a protective cocoon of cotton wool was living in a dream world. The whole emphasis of N.P.U. policy had

now changed from defence to attack. A suggestion in the N.P.U. policy document introduced at an area meeting in Harrogate recently (*C. & D.*, October 21, p. 386) read.

It would be inadvisable for a pharmacist to neglect the counter side of his business. To do so might lead to a situation where the dispensing side accounted for such a high proportion of the total turnover of the business that any factor adversely affecting the dispensing side would vitally affect the economic strength of the business.

One must not be lulled into a sense of false security by increases in National Health Service turnover, which was so vulnerable to Government activity. If pharmacy was to re-

main a viable proposition, counter business must be developed.

MR. J. McCLENAHAN, (local organisations officer, N.P.U.) gave an outline of the branch system as it worked in England and Wales and MR. M. M. McNEILL addressed the meetings on "Arbitration and Remuneration" outlining the events leading up to the dispute that had been referred to arbitration by the Whitley Council Committee. (The findings of that tribunal have since been published, see *C. & D.*, November 11, p. 442). *Secretaries* have been appointed as follows:— Perth Branch, Mr. R. A. Condie, c/o A. R. Stewart, 12 Main Street, Bridgend, Perth; Edinburgh Branch, Mr. T. T. R. Johnson, c/o A. K. Stewart & Co., 1 Lynedoch Place, Edinburgh, 3. Secretaries for Aberdeen and Glasgow have not yet been appointed.

## SYMPOSIUM ON COSMETICS

### Problems of the industry discussed in Leamington

MORE than 100 members of the Society of Cosmetic Chemists attended a symposium on manufacturing and processing in the cosmetic industry at Leamington Spa on November 13.

The first paper, "Expansion and the Manufacturing Function in the Cosmetic Industry," was given by MR. J. P. SLATER (Avon Cosmetics, Ltd.), who pointed out that, during the past ten years, the cosmetic industry had grown at a rate substantially greater than that of total consumer expenditure. In terms of manufacturers' 1964 prices sales had increased from about £44 million in 1959 to £65 million in 1964, £74 million in 1965 and £81.5 million in 1966. Projecting those figures forward should give a cosmetic market of £100 million in 1970 and £150 million in 1975. In the United

States the industry had an average return on capital invested of about 14-15 per cent. rising in some of the more progressive companies to 35-40 per cent. Warehousing, said the speaker, was a mobile and dynamic operation and should be regarded as a manufacturing unit. It was also a form of insurance that could be "reasonably reduced" by better estimating in stock control, the use of co-operative suppliers and reliable production. Good stock control meant fresh products at customer level, shorter shelf life and fewer complaints. In "switching over to computers" he had had difficulty in disciplining staff to appreciate how necessary it was to provide accurate information. A detailed method of "finger printing" components was also necessary. "Considerations Influencing a Contract Filler when Packing a Customer's Product," were the subject of a paper by MR. T. E. JONES (Serta, Ltd.). Mr. Jones suggested that acetal resins produced a promising plastic container for aerosols but said that response from aerosol vendors had been "most discouraging." Savings had resulted from the use of a moulding with a 1-in. orifice, which enabled the relatively cheap 1-in. cup valve to be used. Such a pack, containing 6 or 8 fl. oz., could cost less than a 3-oz. coated glass bottle and valve. A disadvantage of the acetal container was its permeability to solvents.

MR. SLATER suggested that manufacturers should get together and demand that talcum be available in bulk load, to avoid handling difficulties.

### An Unusual case

MR. R. CLARK (Unilever, Ltd.) recounted "Some Unusual Case Histories." One concerned a solid brilliantine, hot-filled into glass jars, that developed air bubbles in the jelly on storage. Investigations confirmed that the solubility of air in petroleum jelly was greater at higher temperatures, and the problem had been solved by removing the air by vacuum immediately before filling.

(To be concluded)

## GUILD OF PUBLIC PHARMACISTS

### An investigation into career prospects

THE first meeting of the committee of two representatives of each side of the Pharmaceutical Whitley Council, Committee C, responsible for organising the investigation into the salaries and career structure and promotion prospects and other aspects of the hospital pharmaceutical service had taken place on October 5, it was reported at a meeting of the council of the Guild of Public Pharmacists held on November 11. Another meeting would take place on November 30.

THE SECRETARY (Mr. G. Raine) reported on discussions on the possible institution, through the City and Guilds of London Institute, of a certificate for pharmacy technicians, recognised and accepted by the Pharmacy Assistants Training Board and by the Guild and other interested bodies. A considerable measure of agreement had been reached about the syllabus but there was some disagreement about the standard of educational attainment required for entry. It was agreed that two representatives should meet representatives of other bodies to find out whether those differences could be resolved. Concern was expressed about

the financial position of the *Journal of Hospital Pharmacy* and the officers concerned were asked to make a thorough investigation into the difficulties and to seek ways and means of overcoming them. The salaries secretary (Mr. W. MOTT) reported that PH Circular No. 44, promulgating the salaries award made in July, would be published on November 16. The constitution and rules committee recommended that district members of council should form a steering committee for the branch delegates' meeting rather than that a standing orders committee should be set up. New model rules for branches had also been drawn up. The recommendations were approved. It was agreed that an opportunity should be sought to make known to the Ministry of Health the views of the Guild on the White Paper on medicines legislation. It was decided that the interim report of the Working Party on the Future Functions of the Hospital Pharmacist should be circulated to branches for private discussion within the Guild and that the report should be placed on the agenda of the branch delegates' meeting in January 1968.

## IN PARLIAMENT

BY A MEMBER OF THE PRESS GALLERY, HOUSE OF COMMONS

IN a debate on a prayer to annul the Food (Artificial Sweeteners) Order on November 9, Mr. J. HOY (Joint Parliamentary Secretary, Ministry of Agriculture) said that, since fresh evidence about the safety of cyclamates had been submitted, the question of their use had twice been referred back to the Food Additives and Contaminants Committee. Both reports from the Committee recommended that there was no hazard to health in permitting the use in food, without limits, of cyclamates conforming to satisfactory specifications. The Government thought that, in that committee and in the pharmacology subcommittee, they had as expert and independent a body of scientists as it was possible to obtain, whose advice they thought it not unreasonable to take on the scientific issues involved. When the revised provisions came into force, nearly all pre-packed foods and many of those sold loose would have to carry a declaration of ingredients or a separate declaration of additives—though it might be a generic term such as "artificial sweeteners" or the name of the additive like sodium cyclamate.

The prayer was withdrawn.

### Health Service in Scotland

MR. T. STEELE asked the Secretary for Scotland on November 7 what proposals he had for reviewing the administrative structure of the Health Service in Scotland.

MR. W. ROSS replied that the time had come to undertake a thorough examination of the administrative structure of the health services in Scotland. He would seek the views of the associations representing local authority, professional and other interests and would publish tentative proposals as a basis for wider public discussion. He would keep in close touch with the Minister of Health, who on November 6 had announced his intention of reviewing the administrative structure of the medical and related services for which he was responsible. Like him, Mr. Ross would be concerned only with the administrative pattern and there was no question of considering any switch in financing from the public to the private sector. The proposals which emerged from that review should be ready for consideration along with the recommendations of the Royal Commission which was at present considering the structure of local government in Scotland. The Commission had been notified of the situation.

### Shops Act

MR. P. B. ROSE asked the Home Secretary on November 8 whether he would initiate legislation to amend the Shops Acts to provide for greater variety and flexibility in opening hours. In reply MR. ROY JENKINS said there was no intention to introduce such legislation at present.

### Antibiotics

In a written question MR. T. DALYELL asked the Minister of Health

if, in view of the fact that bacteria might acquire and subsequently inherit resistance to antibiotics and that they might transfer that resistance to other species of bacteria, he would take steps to reserve exclusively for human use those antibiotics that were especially efficacious in the treatment of human infections.

MR. K. ROBINSON replied on November 13: There is at present no power to prohibit the use of such antibiotics in animals, but the implications for public health of this use is a matter to which the review body recommended by the Netherthorpe Committee will be asked to give early attention. The Government's proposals for new medicines legislation would provide powers under which use in animals could be prohibited if desired.

## LEGAL REPORTS

### Kit on Pharmacist's Premises

EQUIPMENT found at the business premises of a pharmacist in New North Road, London, N.1, was for the manufacture of a substance the police believed to be LSD, it was said at Bow Street, London, magistrates' court on November 13. A detective-sergeant told the court that drugs worth about £250,000 on the illicit market were involved in charges against six men and a woman. All the accused were remanded for a week. Bail was allowed to Lawrence Fairbrother, builder, Hendon, charged under the Drugs (Prevention of Misuse) Act, 1964, with possessing forty-two Durophet capsules; Frederick Albert Fairbrother, sales representative, Harlow, Essex, charged under the Larceny Act, 1916, with receiving 107 Durophet capsules, knowing them to have been stolen, on or before November 12; and Bernadette Whybrow, unemployed, North Kensington, charged with possessing LSD at Cambridge Gardens, Kensington. The following were remanded in custody: Victor James Kapur, pharmacist, Woodside Park, London, N.; Pearce Augustus Boyce, marketing trainee, of the same address, and Harry Nathan, antique dealer, Chelsea, S.W.1, all charged with possessing a quantity of LSD at Leicester Square, London, on November 12, contrary to the Drugs (Prevention of Misuse) Act, 1964; and John Sherwood Pendry, artist, London, N.W.6, charged with possessing four ampoules of Methedrine at Cambridge Gardens. The detective-sergeant, asking for the remands, said the substances found had still to be analysed.

## COMPANY NEWS

Previous year's figures in parentheses

CUSSONS GROUP, LTD. — Mr. D. M. Harris has been appointed managing director and Mr. T. W. Pearce deputy managing director.

PROCTER & GAMBLE, LTD. — Net profit, after tax, for year ended June 30, totalled £2,436,000 (£2,193,000). Exports rose to over £4 million, which

is appreciably above the average for the past five years, state the directors.

BOOTS PURE DRUG CO., LTD. — The directors have declared an interim dividend for the year ending March 31, 1968, of 6½ per cent. World sales for six months to September 30 are valued at £75m. (£70.89m. in the same period of 1966). Consolidated profits before taxation amounted to £7,307,000 (£6,251,000) while estimated taxation is £3,106,000 (£2,535,000).

COOPER, McDougall & ROBERTSON, LTD. — Results for year ended August 31, show the net profit of the parent company to be £485,552 (£344,121). The directors have made provision for a special appropriation of £155,000 (1966 subvention payments of £351,000 including £26,000 from a subsidiary) to the Wellcome Foundation, Ltd., and also recommend the payment of a dividend on the Ordinary shares of 10 per cent. (nil). Consolidated profit for the year before taxation but after deducting exchange losses of £135,338 (£58,921) and including exceptional profits of £14,270 (£14,330) was £1,014,703 (£837,718). Taxation charged £668,952 (£480,745). The consolidated profit mentioned above, includes income from associated companies £47,749 (£25,139) and is after deducting depreciation of £313,978 (£303,285).

## BUSINESS CHANGES

MR. H. A. MASON, M.P.S., has transferred his pharmacy to 149 Charnwood Road, Shepshed, Leics, (from 246A Belgrave Gate, Leicester).

BIDDLE SAWYER & CO., LTD., have removed to Plantation House, Mincing Lane, London, E.C.3 (telephone: 01-623 2424).

ALADDIN INDUSTRIES, LTD., Greenford, Middlesex, have appointed Mr. W. C. Spalding their export sales manager following the retirement of Mr. D. J. Cator.

TAYLORS DRUG CO., LTD., have transferred their branch at 18 Victoria Street, Grimsby, to 54 Victoria Street West, The manager is Mr. G. W. Aldred, M.P.S.

MR. STEWART GREENE, M.P.S., has acquired the pharmacy of Leonard Smith & Son, 17 Holdenhurst Road, Bournemouth, Hants, and will be trading under his own name.

## Appointments

J. PICKLES & SONS, Harrogate, Yorks, have appointed Mr. S. Hanbury to represent them in Sussex, Hampshire, Berkshire and Buckinghamshire.

ALBRIGHT & WILSON (MFG.), LTD., have announced the following appointments: Mr. A. Webb (personnel director); Mr. R. F. Naish (general commercial manager); Dr. D. N. Parham (head, technical service department following the retirement of Mr. C. W. Tod); Mr. B. N. Robbins (manager, technical development department); Dr. J. C. McCoubrey (general production manager for all the company's factories); Dr. J. S. Pedder (manager, central production services, for all the

company's factories); Mr. K. H. Worral (production manager, Merseyside); and Dr. K. W. Somerton (works manager, Oldbury factory).

## PERSONALITIES

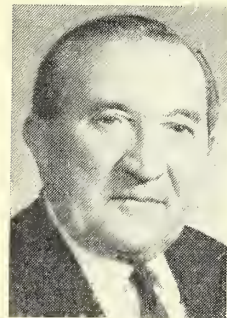
MR. D. W. H. ROBERTS, M.B.E., M.P.S., has been appointed to a newly created post of head pharmacist in the Prison Service. He will be based at H.M. Prison, Wormwood Scrubs, where he has been chief pharmacist since 1949. Mr. Roberts will be responsible for the efficient operation of the pharmaceutical services in all prison establishments.

MR. F. W. GRIFFIN (managing director, B.D.H. Group, Ltd.) has been elected a vice-president of the Association of the British Pharmaceutical Industry. In 1945 Mr. Griffin was appointed managing director of B.D.H. India, Ltd., Bombay until 1957, when he came over to England as a director of B.D.H., Ltd., in London. In 1964 he became managing director of British Drug Houses, Ltd.

MR. OWEN CORRIGAN, who recently gained the B.Sc.(Pharm.) degree with honours in Dublin (see *C. & D.*, November 11, p. 440) is a leading Irish swimmer — the holder of eight Irish championship gold medals and eight Irish University championship medals. He held Irish records in the 100 and 200 metres butterfly and half-mile and mile free-style events, as well as in the 4 x 100 yards individual medley.

DR. E. H. LAND (president and director of research, Polaroid Corporation, Cambridge, Massachusetts, U.S.A.), has been awarded the highest distinction bestowed by the Photographic Society of Germany — the "Kulturpreis 1967" (1967 culture prize). In advising Dr. Land of his selection, West Germany's Federal Minister, Dr. Gerhard Schroder (president of the Society), said the 1967 culture prize was being presented to him "in recognition of your ingenious inventions . . . with regard to the use of polarising filters in many areas of photography and to the creation of instant black-and-white and colour photography."

MR. F. L. WARING newly elected president of the Chemical Industries Association (see p. 476), is deputy chairman and managing director of Coalite and Chemical Products, Ltd. Mr. Waring is the current president of the Coal Tar Research Association and was chairman of the Chemical

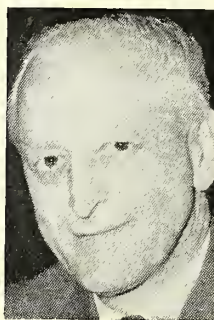


and Allied Industries Joint Industrial Council in 1962. He was president of the Association of Chemical and Allied Employers prior to the setting up of the Chemical Industries Association, which absorbed both the Employers Association and the Association of British Chemical Manufacturers at the beginning of 1966. Mr. Waring

was appointed vice-president of the C.I.A. on its formation.

MR. JOHN A. LUMLEY, M.P.S. (chairman and managing director,

Riker Laboratories), has been elected president of the Association of the British Pharmaceutical Industry, in place of Mr. S. Fenwick, who has left Britain to take up an appointment in the United States (see col. 3). Prior to being appointed managing director to set up and run Riker Laboratories in the United Kingdom in 1951, Mr. Lumley had worked both at home and overseas for Boots Pure Drug Co., Ltd. He is a director of the Riker companies in Australia, South Africa, New Zealand and Canada. He was elected a vice-president of the A.B.P.I. in April 1966 and has also been chairman of division B of the Association, besides being a member of its study group on the safety of drugs.



## CHELTENHAM HONOUR A COLLEAGUE

### Presentations to Mr. W. Talvan Rees

THE largest gathering of pharmacists to meet in Cheltenham in recent years, about 150 in all, assembled on November 9 to acknowledge the work that Mr. W. Talvan Rees had done for local and national pharmacy. Members of the Cheltenham Branch of the Pharmaceutical Society presented to him an oil painting of himself and the Local Pharmaceutical Committee a silver salver. Mr. Gilliland (branch chairman) called upon the first speaker, MR. H. G. MOSS (chairman of the Central N.H.S. Committee) who said he had referred to the *C. & D.* series "Figures in the Pharmaceutical World" — "known as the Rogues Gallery" — for details of "Talvan's" career. He had learned Mr. Rees had been born in Wales and had come to England in 1938. In 1949 he had been elected to the National Pharmaceutical Union Executive Committee, and since that time had served general-practice pharmacy "in a way we can all be proud of." He had been chairman of the N.P.U. Executive in 1955-56 and was now the chairman of its Marketing Policy Committee. During Chemists Federation days Mr. Rees had also been on the council of the C.F. Mr. Moss congratulated all present, both in having elected Talvan to serve on the N.P.U. Executive Committee and for deciding to recognise his services "while he is here to hear all about it."

The next speaker, MR. DESMOND LEWIS (secretary of the Pharmaceutical Society) spoke of "the great work Mr. Rees had done for the public in general and pharmacy in particular." The name of Mr. Talvan Rees was pre-eminent in national pharmaceutical affairs. All admired him, and he had been one of the first to be so designated a Fellow of the Pharmaceutical

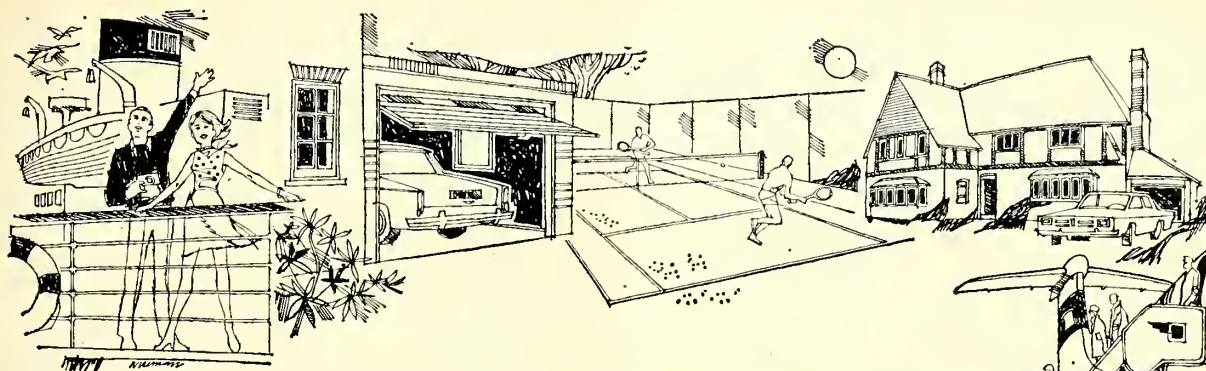
MR. STANLEY FENWICK, managing director, Smith Kline & French Laboratories, Ltd., Welwyn Garden City, whose appointment to the board of the parent company's international division in Philadelphia has been announced (see *C. & D.*, November 11, p. 444), joined Menley & James, Ltd., as an office boy in 1927, and eventually graduated to the accounting department, with responsibility for the Smith Kline & French account prior to 1939. After war service he returned to Messrs. Menley & James, working in the costing department. During the next three years he studied during his spare time for two accounting qualifications. In October 1954, he became responsible for setting up the new products department, and continued in that position until Menley & James, and its parent company (A. J. White Ltd.), were taken over by Smith Kline & French Laboratories early in 1956. He was then appointed director of administration and in October 1956 assistant managing director, succeeding to the position of managing director in January 1961. Mr. Fenwick was a member of the medical specialities division of the Association of the British Pharmaceutical Industry from its inception under the new constitution in April 1961. He became vice-

Society under its by-laws. MR. J. H. ELLIOTT then presented to Mr. Rees the silver salver, which was inscribed "Presented to W. Talvan Rees in appreciation of his services to pharmacy in Gloucester county and city." MR. GILLILAND then uncovered the portrait, painted by Mr. Jesse Heyden, a well known local portrait painter. It was inscribed "Presented by the Cheltenham



Mr. Talvan Rees receives the salver from Mr. J. H. Elliott.

Branch of the Pharmaceutical Society on November 9, 1967." To have portraits made when a person was nearing the end of his working life was, he said, quite usual, but he was pleased to make that presentation when the subject was so obviously fit and well. Replying, MR. REES said he had always been happy in Cheltenham, and it had been a great pleasure to serve his fellow pharmacists. He must thank his wife and family for having made it all possible. He assured those present that the portrait would find a place of honour at home. He expressed his sincere thanks for both portrait and salver.



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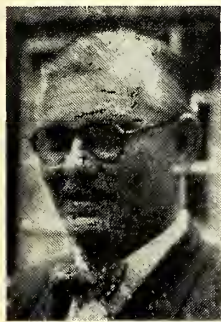
But if you're next door to, say, Harrods or the Hilton and want to stock Royall Lyme, you're out of luck.

They're your local stockists.



chairman of that division in 1962, a position from which he resigned when he was made a vice-president of the Association in June 1963. He remained a vice-president until elected president from April 1967. Most recently Mr. Fenwick has been vice-chairman of the working party that prepared the industry's evidence to the Sainsbury Committee, and chairman of the expert group set up to deal with the financial questionnaire prepared by the Sainsbury Committee.

DR. J. G. DARE, Ph.D., F.P.S., who presented a paper on Australian pharmacy to an evening meeting of the



Pharmaceutical Society on November 2 (see p. 468), took up his appointment as reader in pharmacy and head of the department of pharmacy, Queensland University, in 1960. Before that he was lecturer in pharmacy at the

University of Leeds, having been on the teaching staff since qualifying (except for the War years). Dr. Dare was a member of the British Pharmaceutical Conference executive and had contributed to both scientific and professional sessions of the Conference. Among his activities in Australia he serves as a member of Council of the Pharmaceutical Society of Queensland. Dr. Dare has been on a six-month educational tour and has taken the opportunity to see a number of pharmaceutical production units. He is especially interested in the philosophy and statistics of product control.

## DEATHS

**CHROMINSKI.**—On October 28, Mr. Tadeusz Feliks Chrominski, M.P.S., 28 Sinclair Road, London, W.14. Mr. Chrominski qualified in 1950.

**CLIFFORD.**—On October 28, Mr. John Graham Clifford, M.P.S., 12 The Causeway, Godmanchester, Hunts. Mr. Clifford qualified in 1929.

**DODD.**—In hospital, on November 7, Miss Mary Catherine Dodd, M.P.S., 66 Prospect Vale, Liverpool, 6. *Mr. Clifford Leigh* (chairman, Liverpool and District Branch of the Pharmaceutical Society) writes:—All pharmacists and her many friends on Merseyside will learn with deepest regret of the passing of Miss Mary Dodd. Always interested in the progress of her profession, Miss Dodd served her fellow pharmacists well. She was for over ten years a member of the committee of the Liverpool Chemists' Association, the first woman chairman of the Liverpool and District Branch of the Society, and president of the Liverpool Chemists' Association, 1959-60. Miss Dodd was a loyal member of the Liverpool Pharmaceutical Committee from 1951 until her retirement from business, on account of ill health, in 1961, and also served on the committee of the Liverpool Branch

of the National Pharmaceutical Union. Miss Dodd was chairman of the efficient Ladies Committee that contributed so much to the entertainment of members attending the British Pharmaceutical Conference held in Liverpool in 1962. A good friend to those who knew her, Miss Dodd was held in high esteem by her pharmacist colleagues on Merseyside.

**EVISON.**—On November 4, Mr. Tom Geoffrey Evison, M.P.S., 19 High Street, Alford, Lincs. Mr. Evison qualified in 1925.

**FLENLEY.**—On October 22, Mrs. Isabel Flenley, 3 Kings Road, Formby, Liverpool. Mrs. Flenley qualified in 1909 and retired from the Register in 1967.

**GARCIA.**—On October 13, Mr. Ivon Ingold Gladstone Garcia, M.P.S., 214 West Sixth Street, North Vancouver, British Columbia, Canada. Mr. Garcia qualified in 1923.

**HORROCKS.**—On October 22, Mr. Peter Horrocks, M.P.S., Sunny Bank, Huddersfield Road, Denshaw, near Oldham, Lancs. Mr. Horrocks qualified in 1948.

**KAYE.**—Recently, Mr. Duncan Robertson Kaye, M.P.S., Willaston Pharmacy, Willaston, Wirral, Ches. Mr. Kaye qualified in 1929.

**KEAN.**—Recently, Mr. Robert Hogg Kean, Fort William, Scotland. Mr. Kean qualified as a chemist and druggist in 1920 and was proprietor of a business in Higg Street, Fort William which he sold in 1959. Since then he had taken an active interest in community life and at one time he was an honorary sheriff-substitute and a town councillor.

**LASZLO.**—On October 30th following a car accident, Dr. H. G. de Laszlo, president and founder of Koch-Light Laboratories, Ltd., Poyle Estate, Colnbrook Bucks.

**MELLON.**—At Port Elizabeth, South Africa, on November 6, Mr. Robert Mellon, aged eighty-one. Mr. Mellon began his career in Belfast and after completing his apprenticeship, became a licentiate of the Pharmaceutical Society of Ireland. He moved to Dublin in 1913, and ran his own business there until 1925, when he went to South Africa. He founded there a pharmaceutical company.

**NICHOLSON.**—Recently, Mr. Albert Valentine Nicholson, M.P.S., 12 Ludlow Close, Warminster, Wilts. Mr. Nicholson qualified in 1921.

**PENICK.**—On November 8, Mr. Albert D. Penick, president of S. B. Penick & Co., New York, and a director of Gerhardt-Penick, Ltd., Croydon. Mr. Penick was the youngest son of the late Mr. S. Barksdale Penick, sen., founder of the company, and a brother of Mr. S. Barksdale Penick, jun., the present chairman of the board.

**SMITH.**—On October 22, Mr. Francis Norman Smith, M.P.S., Trematon, Lansdown Road, Cheltenham, Glos. Mr. Smith qualified in 1930.

**TATTERSALL.**—On October 31, Mr. Fred Tattersall, M.P.S., 349 Devonshire Road, Blackpool, Lancs. Mr. Tattersall qualified in 1911.

**TODD.**—On November 10, Professor James Prior Todd, F.P.S., Baronald, Mosshead, Bearsden, Glasgow. Professor Todd qualified in 1915, joined the staff of the School of Pharmacy,



Royal Technical College, Glasgow (subsequently the Royal College of Science and Technology, now the University of Strathclyde), in 1921 and retired in 1961 as head of the department. He became professor of pharmacy in 1937. The department and sister departments of food science and applied microbiology all sprang from his appointment as lecturer in 1921, and repeated an achievement acknowledged by his colleagues and collaborators and successive boards of governors. During his term of office he acquired an extensive knowledge of the college and its administration. Even after he retired he was in regular consultation with the governors during the protracted negotiations which resulted in the College becoming Strathclyde University. Professor Todd was one of the pioneers of the blood transfusion service started in Scotland early in the 1939-45 war. The Glasgow and West of Scotland Branch of the Pharmaceutical Society instituted an annual lecture known as the "Todd Lecture" in commemoration of Professor Todd's services to pharmacy.

*Mr. G. R. Milne* writes:—Professor Todd's passing will be regretted not only by pharmacists in the West of Scotland, but throughout the country. During his life his main object was to raise the status of the pharmacists in the eyes of the public and in those of his scientific and academic colleagues. He insisted that pharmacists should be trained to degree standard. Whenever the opportunity presented itself, whether at an open meeting or in committee, he expressed his views on training for the future. He was always mindful of the student and particularly for the well-being of the student of the future. In that respect he was far-seeing; there is much evidence today, with the many degree courses now available, that his work has not been in vain. He was one of the kindest of men. He was always approachable, willing to listen and to advise. He had a lively and pawky sense of humour.

# Pharmacy in Australia

## SPEAKER CHALLENGES SOCIETY'S "RECIPROCITY" DECISION

THE decision of the Pharmaceutical Society's Council to end the reciprocal registration agreement with Australia had come as a "bombshell" said Dr. J. G. DARE (reader in pharmacy and head of the department of pharmacy, Queensland University) when he spoke at an evening meeting of the Pharmaceutical Society in London on November 2. Dr. Dare, who was giving "A Brief Survey of Australian Pharmacy," went on to say that the decision had been mistaken in his view and had been taken without sufficient information being available in certain fields. During his visit to Britain, he was trying to persuade the Council to delay the implementation of the decision. In his address the speaker had described the present educational pattern in Queensland and felt that they now had a first class degree. But he also considered that the Australian degree, like the British, was mainly for industry and he was not sure that it was the best available for general practice. He suggested that it was time the professional organisations "took their heads out of the clouds" and stopped arguing on reciprocity, instead getting together to decide what was the professional responsibility of the pharmacist and whether he was being educated for that work.

Dr. Dare, who emphasised that he was dealing primarily with the situation in Queensland, had begun by describing the division of responsibilities between federal and state government in Australia. In respect of pharmacy, the federal government was concerned only with the Health Services that it provided. The states each provided independent legislation affecting poisons laws, Dangerous Drugs, food and drugs, education and registration.

### Federal System

At the federal level there was the Pharmaceutical Association of Australia, a loose association mainly of state pharmaceutical societies, whose object was to foster professional standing in the commonwealth. It held a conference every eighteen months in state capitals which was like professional sessions at the British pharmaceutical Conference. The Federated Pharmaceutical Services Guild, corresponding roughly to the National Pharmaceutical Union in Britain, again had branches in each state. It was a powerful organisation and negotiated with the federal government on health services. It was strong because there were no multiples in Australia and membership was restricted to those owning pharmacies. The services offered by the Guild encouraged almost 100 per cent. membership. The Australian Hospital Pharmaceutical Chemists' Association again had branches in each state and was concerned with professional standards in hospitals. It had recently established a course of four years part-time study for fellowship, and the speaker thought that in time no pharmacist would have

a chance to become a chief pharmacist in a hospital unless he had taken the fellowship examination. There was also a women pharmacists' association. Each state had its own Pharmaceutical Society but the legal powers varied from state to state. For example, in Western Australia the Society's powers were similar to those of the British Society, in respect of membership and registration, but in Queensland it was a voluntary body only—though the latter status could still be effective as evidenced by the Society's efforts to obtain the present educational system.

Poisons legislation was state controlled and, although there was a federal advisory committee, each state could decide whether it wished to take the advice given. All states had their own labelling requirements. Manufacturers therefore tended to put on their labels the most rigorous requirements thereby in general fulfilling all other states' requirements. There were eight poisons scheduled. The four most important were schedule 1 (substances that could be sold over the counter on signature only), schedule 3 (could be sold over the counter but only by the pharmacist), schedule 4 (supply restricted to prescription) and schedule 8 (corresponding to the Dangerous Drugs laws in Britain).

### Points in Poisons Legislation

There were a number of valuable points in the poisons legislation. For example, there was a definition of a new drug which included reformulations, new uses, etc., and all new drugs were included in schedule 4 until experienced dictated that they could be removed for free sale. For poisons dispensed by count (tablets, capsules, etc.) the name of the drug had to appear on the label, though whether that should be the chemical, proprietary or generic name was not specified. There was a range of prohibited drugs that could not be prescribed or dispensed, for example amidopyrine. A partial prohibition also applied to certain other drugs such as L.S.D. which could be prescribed but only if the prescriber had written authority from the Department of Health. Controls over manufacture said that no scheduled poison could be manufactured, processed, packed, pre-packed or broken-bulked unless under the supervision of qualified staff—a medical practitioner, pharmacist or person with a degree in an appropriate discipline. Food and drugs legislation was also a state responsibility though the federal government had responsibilities through the Health Service and, on imports, through the customs. The National Biological Standards Laboratory had powers under the therapeutic goods act which were similar to those of the F.D.A. in the United States. The British Pharmacopoeia and British Pharmaceutical Codex were the usual standards it applied but new ones could be introduced—such as the proposed quantitative test for particles in intravenous infusion fluids.

Since first introduced in Queensland in 1961, regulations covering dispensaries had been introduced or were in the process of promulgation in most states. They laid down minimum standards for any dispensary: a minimum area that must be screened off (90 sq. ft. for one pharmacist), benches, sinks, water services, and reference books. Apparatus that had to be available was also listed and included an oven, autoclave, refrigerator, aseptic hood, etc. The principle in laying down the regulations had been the simple one that in any reasonable emergency a trained pharmacist could carry out any extemporaneous operation. Dr. Dare said that no-one could now say that the pharmacist in Australia was not a fully professional man, able to carry out his professional tasks.

### General Practice

General practice was a mixture of professional work and merchandising. There were 5,501 contractors to the Health Service for dispensing which meant one pharmacy for every 2,100 of the population (compared to 3,460 in Great Britain). Only a pharmacist could have a financial interest in a pharmacy and no pharmacy could be conducted as a limited liability company, so that pharmacist-owners were fully responsible for the success of their businesses and few owned more than two pharmacies. Over 90 per cent. of the dispensing was for the Health Service and costs covered either fully or in part by the service according to the needs of the patient. Pharmacists in Australia had made the same mistake at the beginning of the Health Service as those in Britain by insisting that their remuneration should contain a high proportion of "on cost." They were now "the meat in the sandwich" between manufacturers and the government, who were fighting to bring costs down. It would have been much simpler to gain an increase in a professional fee by showing a comparison with the general cost of living than it was to ask the Government to pay more when it had just won a price reduction from a manufacturer. Dispensing doctors in the Health Service were not a problem because the government did not approve of the prescriber dispensing.

Turning to education Dr. Dare said that requirements were difficult to change because they had been laid down in legislation in each state. For example, the existing reciprocity agreement had required separate legislation in each state. The entrance standard had been continually raised in Queensland and the qualifying course was now a full degree with an extensive syllabus. The University year included thirty weeks of teaching, and examinations were not taken in term time. The total of about 2,400 hours teaching in a three-year course was much more than was usual in British universities. Anyone obtaining a good pass degree could go on to a fourth year for honours;

a master's degree was also available and there were facilities for a doctorate. Registration was covered by a Pharmacy Board which had disciplinary powers over members not conducting themselves in a professional way. Dr. Dare considered that the numbers being registered were too high and he foresaw that it might in future lead to difficulties.

### Questions Answered

Answering questions from the chairman (MR. F. W. ADAMS), the speaker said that Dangerous Drugs were under the jurisdiction of the Minister of Health. He told another questioner that the registering bodies acted as statutory committees which in addition to the powers of reprimand and striking from the register could impose fines or suspend the member. Asked to explain further what he considered the best training for the professional pharmacist, the speaker said that the practising

pharmacist should be taking a more responsible part in advising on the safety, administration and dosage form of medicines he was handing out to patients. He did not believe that physicians could carry out those functions entirely on their own but he believed that at the moment there were shortcomings in the education of the pharmacist that prevented him from doing this properly himself. MR. P. JONES was informed that although new drugs were included in schedule 4, the maker or anyone else could apply to the department of health for a reclassification. The matter must then be reviewed. MR. ADAMS suggested that the reciprocity and education problem indicated that some kind of Commonwealth centre for the collection of information on pharmacy in each country was required so that each could take advantage of the improvements and not unknowingly lag behind the conditions that obtained in other countries.

## CHELSEA SCHOOL PRIZE-GIVING

### More research papers and higher degrees

A RECORD year for research papers and for the award of higher degrees were mentioned by PROFESSOR A. H. BECKETT when he reviewed the work of the department of pharmacy, Chelsea College of Science and Technology, during the 1966-67 session on November 2. Professor Beckett was speaking at the annual prize-giving. He pointed out that the session had been the first in which the College was a school of the University of London.

### Post-graduate Activities

Concentrating mainly on post-graduate activities, he said that during the session three Masters' degree courses had been approved and first students had now been enrolled. Two were full-time day courses of one calendar year's duration—in pharmaceutical technology (dealing with problems of interest to the pharmaceutical industry in the formulating and presenting of new medicaments). A course in pharmaceutical analysis was designed to give the student a wider view of the problems of controlling the quality of drugs and of compounded preparations. A third course, in biopharmacy, was a two-year part-time course of particular interest to pharmacists in the hospital service and to product-development pharmacists in industry. Forty-eight research papers and fifteen articles of reviews had been published during the year. A large grant from the Medical Research Council supported research into drug addiction, and a grant from the National Coal Board supported work on compaction of powders. Support continued from the Tobacco Research Council for studies on smoking and enzyme induction in the fields of drug metabolism and distribution in man, and in the physical aspects of drug formulation.

Of fifty-five final-year undergraduate students, two had been awarded first class honours, thirteen upper second class honours, thirty lower second class honours and ten obtained a pass degree. Eighty-three students had sat either the

part 1 (old regulations) or the second university examination (new regulations) and sixty-one had been able to proceed to the final year of the course. Fifty-five had sat for the first university examination and forty-five been successful. The results of the qualifying examination in the Law Relating to Pharmacy had been disappointing, only twenty-four of the forty-one entrants passing. One student had been awarded the post-graduate degree of M.Pharm., two the degree of M.Phil. and seventeen the degree of Ph.D. Professor Beckett said that the department's research activities played an important rôle in the international aspects of the pharmaceutical industry, an influence that was cemented by some of the senior staff acting as consultants to industry.

### Winners of Prizes

Following presentation of prizes by MR. J. C. HANBURY, guests were invited to tour laboratories of the departments of pharmacy and pharmacology. Prize-winners were:—

First Year. BOOTS, LTD., PRIZE (first overall student).—J. Caldwell. SMITH, KLINE & FRENCH, LTD., PRIZE (second overall student).—D. J. Morley. WESTERN PHARMACISTS' PRIZE (pharmaceutics).—J. Caldwell. TIMOTHY WHITES & TAYLORS, LTD., PRIZE (pharmaceutical chemistry).—D. J. Morley. PARKE DAVIS & CO., PRIZE (pharmacognosy).—Jacqueline Seymour.

Second Year. TIMOTHY WHITES & TAYLORS, LTD., PRIZE (first overall student).—Rosemary D. Salter. PRIZER, LTD., PRIZE (second overall student).—J. R. Britten. EVANS MEDICAL, LTD., PRIZE (pharmaceutics).—Christine E. Ranby. BOOTS, LTD., PRIZE (pharmaceutical chemistry).—Veronica A. Owen. E. R. SQUIBB & SONS, LTD., PRIZE (pharmacognosy).—P. J. Houghton.

Third Year. BOOTS, LTD., PRIZE (first overall student).—Sandra G. Grant. TIMOTHY WHITES & TAYLORS, LTD., PRIZE (pharmaceutics).—Christine M. Newnham and Sandra G. Grant. BRECHAM, LTD., PRIZE (pharmaceutical chemistry).—Christine M. Newnham. CIBA LABORATORIES, LTD., PRIZE (pharmacognosy).—Sandra G. Grant.

Special Prize. UPJOHN, LTD., PRIZE (non-academic contribution to the school).—N. Harvey.

## TRADE NOTES

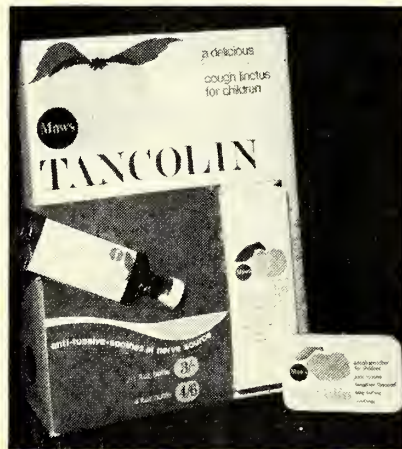
**Pensions for the Self-employed.**—Save and Prosper Pensions, Ltd., 30 Cornhill, London, E.C.3, offer those not covered by an employer's pension scheme a personal pension plan with protection against inflation, and considerable tax advantages.

**No Longer with Suffix.**—Within the next year, E. R. Squibb & Sons, Ltd., Twickenham, Middlesex, intend to remove the suffix "A" from their Adcortyl-A range of topical steroid preparations. First presentation affected by the change is Adcortyl-A in Orabase.

**Unbranded House Gloves.**—In addition to their Manicare house gloves, Dunlop Co., Ltd., P.O. Box 151, Cambridge Street, Manchester, 1, offer a super quality unbranded house glove made from natural latex. "A rubber house glove you can offer with confidence and you decide the correct selling price."

**Larger Sizes Added.**—Wide acceptance of their anti-emetic speciality Maxolon has prompted Beecham Research Laboratories, Great West Road, Brentford, Middlesex, to make it available in larger pack sizes. From November 17, in addition to the pack of twenty 10-mgm. tablets, packs of 100 and 500 10-mgm. tablets will be obtainable.

**Claim Challenged.**—A number of manufacturers of cough mixtures have challenged the claim of Respite cough mixture (see C. & D., November 11, p. 447) to be the first nationally advertised cough mixture to contain guaiphenesin.



COMPANION LINES: New Tancolin children's pastilles of Maw's Pharmacy Products, Ltd., Aldersgate House, Barnet, Herts, shown alongside a showpiece that carries an actual bottle of Tancolin linctus.

### Bonus Offers

BOEHRINGER INGELHEIM, LTD., Great West Road, Isleworth, Middlesex. Finalgon thirteen invoiced as twelve, forty as thirty-six and eighty-one as seventy-two. Till December 30.

CLAIROL, LTD., 66 Baker Street, London, W.1. Loving Care and Nice 'n Easy hairsprays and special deal price, giving profit of 33.4 per cent.

CLAY & ABRAHAM (MNFG.), LTD., 40 Hanover Street, Liverpool, 1. Ulcanon.

Thirteen invoiced as twelve; *Ulcanon Gelets*. Fourteen invoiced as twelve; *Candol*. Thirteen invoiced as twelve. Until December 31.

### Competitions

ELIDA, LTD., P.O. Box 1.D.Y., Portman Square, London, W.1. Twink home "permanents." Prize: A year's subscription to *Woman's Own*. Entrant has to place in order four Twink hairstyles designed for the same girl, complete the sentence "A woman likes Twink best because . . .," and send the front of a Twink pack.

GOEDEN, LTD., Berkeley Square, London, W.1. Competition for "Extra-life Color Glo girl" who gets the most out of life. First prize: £250 in cash, Mediterranean holiday for

two, film test with the Bolton Brothers, fur coat, £50 voucher, case of champagne, year's supply of stockings, a watch and hair-care products.

### Discontinued

ALLEN & HANBURY, LTD., Bethnal Green, London, E.2. Penicillin lozenges (tube of 20). BENGUE & CO., LTD., Mount Pleasant, Alpertown, Wembley, Middlesex. Bengue's balsam, original formula (blue pack). ½-oz. tube discontinued from December 1 (1-oz. tube continues available).

POTTER & CLARKE, LTD., 9 Wellesley Road, Croydon, Surrey.—Nycets.

SMITH & NEPHEW PHARMACEUTICALS, LTD., Bessemer Road, Welwyn Garden City, Herts. Welldorm elixir, pack of 4 fl. oz. discontinued in favour of bottle of 150 mls.

## NEW PRODUCTS AND PACKS

### PHARMACEUTICAL SPECIALITIES

**A New Anti-depressant.** — John Wyeth & Brother, Ltd., Huntercombe Lane South, Taplow, Maidenhead, Berks, claim that fewer treatment problems are involved with their new anti-depressive speciality Prondol (pramindole, Wyeth), which is being launched on November 20, initially for hospital use only. They point out, however, that general practice pharmacists may be called upon to dispense Prondol on form EC10 (HP) in certain areas, and that wholesalers are carrying stocks. Pack is a bottle of 100.

### VETERINARY SPECIALITIES

**Preventing Bacterial Enteritis.** — Upjohn, Ltd., Fleming Way, Crawley, Sussex, have made available Neobiotic (neomycin) soluble powder in a new strength: 325 gm. per lb., for use in the prevention and treatment of bacterial enteritis in cattle and pigs. The greater-strength powder will simplify high-dose treatments and, because neomycin is both soluble and palatable, the powder may be added to either food or drinking water. Neobiotic soluble powder 25 and 325 are also recommended in the control of bacterial enteritis and neomycin-sensitive organisms commonly associated with blue comb and C.R.D. in poultry. The product is issued in containers of 8 oz. and 5 lb. Supply is governed by the Therapeutic Substances Act and the products are available through the veterinary profession only. They are not subject to Purchase Tax.

### FOODS

**Caffeine-free Beverage.** — Intermedics, Ltd., Letchworth, Herts, are offering "very attractive" trade terms and free samples in introducing in Great Britain a Swiss beverage *Pionier* described as "coffee's nearest neighbour but caffeine-free." *Pionier* is issued in tins of 50, 125 and 250 gm.

### COSMETICS AND TOILETRIES

**Rejuvenating After-shave.** — Charles of The Ritz, Ltd., Brook House, Park Lane, London, W.1, offers men an after-shave treatment Revenescence, that gives a feeling of rejuvenation.

**Two New Hairsprays.** — Clairol, Ltd., 66 Baker Street, London, W.1, on November 6 launched Loving Care and Nice 'N Easy hairsprays, both formulated to satisfy the needs of hair colour

users "as well as all hairspray users." The products are claimed to hold hair firmly yet gently in place without dulling the colour and to keep the hair clean and in top condition while providing an "invisible net." Their special feature is that they do not strip colour.

**Perfume as "Silky" Lotion.** — One of the ways of making fragrance a "head-to-toe" matter, say Estee Lauder Cosmetics, Ltd., 18 Davies Street, London, W.1, is by means of the company's new product *Chiffon de Parfum*, described as "a silky lotion to float over the entire body while replenishing moisture and adding lustre to the skin". *Chiffon de Parfum* is a spun-gold liquid intended to be lavishly used. The container holds 4 ozs.

**Formulated for Compatibility.** — Innox (England), Ltd., 436 Essex Road, London, N.1, have formulated their Innox Spun Satin series so that make-up may be carried out with Innox foundation and Spun Satin loose face powder, followed by a touching-up with Spun Satin cream powder, the three blending and matching perfectly. Four new shades (sable beige, golden sable, rose sable, sable peach) have been added to the range, and the refill has been streamlined and slimmed to improve presentation.

**Vegetable Oil Lipstick.** — J. Pickles & Sons (Harrogate), Ltd., 57 Cold Bath Road, Harrogate, Yorks, have produced, for dry and weather-affected lips, Lipgarde lipstick made from bland vegetable oils, with lanolin and wheat-germ oil added. Lipgarde is in two translucent colours—pink for ladies and



PACK ON SHOW: Actual pack of Lipgarde mounted on showcard available from J. Pickles & Sons (Harrogate), Ltd., Harrogate.

white for men. In addition to its emollient properties, it adds a certain lustre to the lips.

**After-bath Spray.** — An after-bath spray in the Tweed series of Lenthalic, Ltd., 17 Old Bond Street, London, W.1, is claimed, when smoothed into the skin to "leave it as soft and supple as satin." The product is presented in a slim, white aerosol can with gilt cap, and is intended to be used lightly all over the body after the bath and gently smoothed into the skin.

**A Perfume for Christmas and After.** — For the first time in fifteen years Parfums Le Galion, Ltd., 5 Russia Row, London, E.C.2, have introduced a new perfume, Noel 67, created "to evoke the fragrance of a flower shop": fresh, flowery, woody and "green," yet with no dominant floral note. There are three sizes: ½-oz., 1-oz. and 2-oz. A matching *parfum de toilette* is in four sizes: 2-oz., 4-oz., 8-oz. and 16-oz.

**A Tooth-paste from Switzerland.** — Willows Francis, Ltd., Ashley Road, Epsom, Surrey, are distributing in the United Kingdom Actifluor 3-18 toothpaste, a product of Dr. Wild & Co., Basle, Switzerland. The stabilised stannous fluoride content of the paste is claimed to obviate deterioration during storage, thus ensuring that the fluorine



CHRISTMAS PACKS: Left, Cossack in black and gold gift box by F. W. Hampshire & Co., Ltd., Sunnydale, Derby; Right, Two coffrets containing English Lakes perfumes created by English Lakes Perfumery, Ltd., Grassmere.

ions remain active and available. To encourage adequate brushing, especially amongst children, a free sand-glass timer is supplied with each 70-gm. tube.

**Herbal Cosmetics.**—Beauty Without Cruelty, Ltd., 42 Upper Montagu Street, London, W.1, are marketing a series of cosmetics made from natural oils and flower essences. Until recently sales of the Beauty Without Cruelty products were made through the company's own boutique or by direct mail. Distribution is now being widened to health foods stores and department stores and eventually to pharmacies.

**Launched in Yorkshire.**—Lever Brothers & Associates, Ltd., 21 New Fetter Lane, London, E.C.4, have launched in the Yorkshire television area a new toilet soap, Caress. Features are its perfume, its almond shape and



its delicate pink colour. The launch is being backed with heavy television advertising, plus the distribution of samples, leaflets and threepenny coupons to homes in the area. Caress is available in 3-oz. and 5-oz. sizes.

#### SUNDRIES

**"Luxury" Rubber Gloves.**—The National Pharmaceutical Union's range of products has been widened by the introduction of a "de-luxe" rubber glove of high-quality latex, suedette-lined and with extra long cuffs. The glove, in pastel pink or blue, has a patterned surface for grip, and is available in three sizes. Six pairs of one colour go to a transit outer. Distribution is through Maws Pharmacy Supplies, Ltd., Barnet, Herts, and Preston, Lancs.

**Hair-styling Comb.**—The Comb 'n Go hair styling comb launched by Pifco, Ltd., Watling Street, Manchester 4, is being distributed on a territorial basis, and the makers state that initial supplies are shortly being delivered



throughout the country. The appeal of the device is its wide range of applications, including styling, straightening, curling and back-combing in one simple operation. The Comb 'n Go is electrically heated and has a gilt finish, with white plastic handle. It is sent out com-

plete with a stand in full-colour display pack.

**Three Beauty Brushes in One.**—The use of the brush in make-up has made cosmetics much easier to apply, but most manufacturers make brushes to go with a make-up set, and if the brush gets lost "you've had it!" Now there



are offered in the Devon Comfy series of Devon Hair Aids, Ltd., Skimpot Estate, Cradock Road, Luton, Beds, a full range of brushes that can be bought separately. Eye-catcher of the

range is the "Trio," an all-in-one brush set for face, eyes and lips. It consists of three brushes that fit neatly together and will take up little space in a make-up bag.



**VIEW OF 20,000 RAZOR BLADES:** Picture shows a coil of 20,000 blades, part of the output of millions a day to emerge from the production lines of Gillette Safety Razor Co., Great West Road, Isleworth, Middlesex. The company's blade inspection manager (Mr. Alfred Ing) is seen examining a coil, pulled outwards to form a tunnel, to ensure that the edge—only 4/1000ths of an inch thick—is suitable for grinding. At that stage the blades have been perforated, hardened, tempered, printed and lacquered. Grinding, honing and separation have yet to come. On November 7 Field Marshal Sir Gerald Templer presented to Mr. Hector Graham (director in charge of the Gillette International Group), the Queen's Award to Industry.

## GLASS BOTTLES IN METRIC CAPACITIES

### First two sizes to new British Standard Specification

GLASS medicine bottles in metric capacities are being made available immediately by two manufacturers. They conform to a new (just published) part 6, of British Standard 1679: Containers for pharmaceutical dispensing (B.S.I. Sales Office, 101 Pentonville Road, London, N.1, price 6s. (postage 9d. to non-subscribers)

Six sizes are specified in the Standard—50-mil, 100-mil, 150-mil, 200-mil, 300-mil and 500-mil. Two, the 100-mil and 150-mil bottles, are already obtainable from National Glass Works (York), Ltd., Fishergate, York, and from Beatson, Clark & Co., Ltd., Rotherham. The other sizes should become available early in January 1968. A feature of the new bottles is their shape, chosen both to differentiate them from imperial sizes and to make them more pleasant to look at. The design takes account of recent developments in the glass industry which ensure a "light-weight" bottle, strong yet made from the minimal quantities of glass.



Above: The new bottle from a photograph. Below: Cross section of the bottle.

The neck finish provides a pouring lip and a screw-cap closure. The Standard requires soda-lime glass to be used. Bottles conforming to the Standard must be marked on the base with an indication of capacity (in mils), the manufacturer's name or trade mark, and the mould number, and may bear, as an optional addition, the Standard number.

Permitted closures may be either of metal or of a thermo setting or a thermoplastic plastic. Liners, if used, must have no toxic or deleterious effect on the contents of the bottle, and must be sufficiently stout to resist distortion or fracture on repeated tightening to make an adequate seal without damaging closure or liner.

#### Thermoplastic Cap

A new one-piece thermoplastic cap in white polypropylene, available in the two sizes required to fit the range (22 mm. and 28 mm.) from Metal Box Co., Ltd., P.O. Box 330, 37 Baker Street, London, W.1, conforms to the closure specification. A patented "crab's claw" sealing ring in the cap compensates for any irregularities in the sealing surface of the bottle, and the efficiency of the closure for pharmaceutical products is further enhanced by the low permeability of polypropylene to many gases and vapours. A castellated knurl around the outer circumference provides a good hand grip. As no different wad specifications are involved, the caps are said to eliminate many stock-control problems. For a small premium, normal bulk supplies can be pre-packed in polythene bags of 1 gross for the convenience of manufacturers.

## Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

### A Reward for Services

SIR,—I notice in my Pharmaceutical Press that Mr. Kenneth Robinson (Minister of Health) is congratulating himself and the chemist in persuading themselves not only to accept less money but to pay some of it back. No doubt, as a reward for his services, Mr. Wilson could transfer Mr. Robinson to the Ministry of Labour or Transport where he could, maybe, use the same subtle charm to persuade their members to work more hours for less money and perhaps make the £ stronger. Why should the chemists have all the fun?

STILL VERY RESIGNED

### Work Abroad for Students

SIR,—For pharmacy students and newly-qualified pharmacists who are members of the British Pharmaceutical Students' Association (membership 5s.) exchanges of not less than one month can be arranged in most European countries and the United States. Applications for such exchanges during summer of 1968 should be received by February. Further information and application forms may be obtained from:

(MISS) P. SINGER, Roughlands,  
Hornsgrove, Rownhams,  
Southampton, Hants

### Anthony Wanted in Anthology

SIR,—All the years I have taken the *C. & D.* I have been looking forward to seeing in your "Pharmacists Anthology" feature an extract from one of Anthony Trollope's novels—I cannot remember which one—in which the hero takes London lodgings with a chemist's assistant and his wife. So far as I remember the chemist is described as "pursuing a peculiar blend of trade and professional activity in a discreet atmosphere of antiseptics"—or words to that effect. Perhaps one of your subscribers could trace this allusion. I recollect that the hero's Christian name was Johnny. With thanks for all the manifold services summed up in the initials: "C. & D."

L.O.G.

### Aide-memoire

SIR,—Have just returned home from my pharmacy after making a nuisance of myself in the dispensary attempting to decipher unintelligible prescriptions and cutting up white demy paper to save the dispenser's time. As always I was interested in E. C. Tenner's article in your journal and his move to a new pharmacy. I was pleased to hear he is taking his pill machine. I trust he has not forgotten his pill varnish and book of silver leaf, together with his suppository moulds and cachet-closure apparatus, also his plaster-iron and cork-press, tincture press and percolator (the last-named identified as a kind of "gasogene" by a fellow student in our "pharmacy" examination at Bloomsbury Square in 1906). May I

remind E. C. Tenner to change the water in his leech jar regularly and wish him success in his new habitat.

PINK STRING AND SEALING WAX

### Touching Tribute

SIR,—Your publication, which I have had and read off and on for forty-three years, I find quite invaluable whether I am self-employed, employed in retail practice or in hospital. In your November 4 issue, I read with great regrets of the death of Mr. Charles Beaven, F.P.S., A.R.I.C., and I was very touched with the tribute from Mr. C. Kemplay. I studied at the South London School of Pharmacy, 1928/29, under the late Mr. Harry Lucas (proprietor) and I was always very impressed with the teaching of Mr. Beaven (who gave me extra part-time tuition). It may interest you to know that my father Mr. W. A. Bingham, M.P.S., also qualified from the same school of pharmacy, under Mr. Lucas (*circa* 1900) and when the latter eventually retired he came to live in the same avenue as myself (Charminster Avenue) in Bournemouth. When I had my own

pharmacy in Bournemouth 1937/59, Mr. Lucas called on me several times during his retirement. I hesitate to think of his age then, although he was always very sprightly. I paid my respects then to Mr. Beaven and his widow, and I would like to be remembered to Mr. Kemplay also (I do not know his address).

WALTER M. BINGHAM,  
Oxford

### Appreciated

Now that I am retired I write to say that *THE CHEMIST AND DRUGGIST* has been a contributory factor towards an enjoyable pharmaceutical experience, a valuable source of information, and, may I say, of some inspiration.—W.J.P.

MAY I express my thanks for the *C. & D.*, an extremely valuable, informative and readable publication, and for the numerous year books and price list which I have had over the years. The annual subscription has been paid for many times over by using the information supplied weekly — rises, etc. in prices, information on new lines, N.H.S. notices, editorials, etc., etc. — F.M.

### Poser Solution

The prescription reproduced last week was for "Mist. Mag. Trisil. 8 fl. oz."

## BRANCH EVENTS

### BOURNEMOUTH

#### Skittles

THE ladies of the Bournemouth Branch of the Pharmaceutical Society took on the men on a straight fall-of-skittle game recently. The result, it is reported, might have been close except that, at the halfway stage, the fair sex had their fill, and perhaps more, of a homely supper as their performance deteriorated during the second leg, and eventually they conceded victory to the men.

### PLYMOUTH

#### Need for Moral Principles

PROFESSOR N. J. HARPER, in a recent lecture to Plymouth Branch of the Pharmaceutical Society on "Drugs in the Treatment of Mental Disorders" reviewed the situation existing before the discovery of "mental" drugs. He went on to trace the development of those drugs and to describe their effects. Professor Harper concluded by stating that, since man had now at his command increased powers of control over mental illness and personality, the outlook for humanity could be black indeed unless he could control himself and abide by moral principles.

### BLACKPOOL

#### Taking No Chances

BREATH-TESTING devices were on sale, price 5s. each, at the annual dinner and dance of Blackpool Branch of the Pharmaceutical Society held at the Casino, Blackpool, on November 8. The president (Mrs. J. M. Alderson) received the guests who included Mr. J. Leigh (chairman, Liverpool Branch), Miss L. I. Anderson (president Black-

pool Chamber of Trade) and Mrs. A. Greenwood (a member of the British Pharmaceutical Conference Executive) and members from neighbouring branches. The president's daughter Miss Lorraine Alderson presented the bouquet and Miss M. G. Parkinson presented a cut-glass trinket set, on behalf of the Branch. The function ended at 1 o'clock the following morning.

### THAMES VALLEY

#### Animals in Danger

THE 1967-68 season of Thames Valley Pharmacists' Association opened with a supper and dance in the Griffin hotel, Kingston on Thames, on October 4. Ninety-six people attended and Mr. J. A. Plenderleith (president) was in the chair. At the first business meeting of the session, held in Surbiton on October 26, over eighty people were present for an illustrated talk and film show "All God's Creatures," by CAPTAIN J. E. EDWARDS. Capt. Edwards, a lecturer for the Fauna Preservation Society and a founder member of the British Aquarist Society, is an ardent campaigner for saving animals facing extinction. "If we do not take steps to prevent the extinction of many animals, such as lizards, newts, and slow-worms, these animals will be wiped out. Motor cars bring death to deer and New Forest ponies, pollution of rivers means that fish cannot survive, and I would like to see our schools devote more time to instruction on the subject of preservation of animals," he said. Amongst the live exhibits shown by Captain Edwards were a 2-ft. boa-constrictor, lizards, slow-worms and alligators. Mr. D. HIGGINS (social secretary) proposed a vote of thanks.

## CROOKES bonus/discount terms

### Influvac

Polyvalent influenza virus vaccine

terms

1ml Influvac in Disposable Syringe	12/- each
1ml ampoule	10/- each
10ml vial	80/- each
100ml vial	700/- each

Orders of £15 or more qualify for a discount of 5%

Orders of £25 or more qualify for a discount of 10%

### Karvol

Inhalant capsules

bonus terms

Bonus terms are available to registered retail pharmacists, on packs of 10 capsules in whole dozens. Orders received on or before Wednesday 22 November will qualify for bonus terms.

2 dozen to 11 dozen packs of 10 Capsules, 13 to dozen.

12 dozen or more packs of 10 capsules, 14 to dozen.

Retail price inclusive of Purchase Tax. 2/11½d. per tin.

A Karvol counter dispenser is available.

## CROOKES halibut oil

capsules

terms

(available only on orders direct from registered Retail Pharmacists received on or before 22 November).

Parcel E 36 tins of 30 capsules and 3 bonus	Net Cost	£3 0 9
Parcel N 24 tins of 60 capsules and 2 bonus	Net Cost	£3 12 11
Parcel L 12 tins of 120 capsules and 1 bonus	Net Cost	£3 8 10
Parcel X 24 tins of 30 capsules and 2 bonus, 12 tins of 60 capsules and 1 bonus, 12 tins of 120 capsules and 1 bonus.	Net Cost	£7 5 10

Orders over £5 nett, excluding Purchase Tax, carriage paid.



The CROOKES Laboratories Limited  
Basingstoke Hampshire Basingstoke 3212

# The Christm

For people who want to see their Christmas pictures on Christmas Day.

Describe it that way to your customers.

They'll be looking around for something unusual at Christmastime. And there isn't anything more unusual (or more enjoyable) than the Polaroid Swinger 15-second camera.

Fact is, it's the only camera under £10 that delivers pictures in seconds. So be sure to tell people how much fun that can be when an entire family gets together at Christmastime.

Of course, *we'll* be telling them how much fun the Swinger is, too. In our pre-Christmas television advertising campaign.

But *telling* how much fun the Swinger is just isn't enough for some people. That's why we hope you'll take the fifteen seconds to *show* them.

That way we'll all have a merry Christmas.



# Cumulative price changes

AMENDING C & D  
QUARTERLY PRICELIST  
FOR SEPTEMBER 1967

3-Hands (1227 THP) disinfectant 1gall 13 0ea — 16 6										Allegron (378 Dista) tablets 10mgm 7S — —										Assugrin (1493 Zyma) Fullsweet cubes 100 31 6 — 3 6									
No. 89 For Men (468 F) existing entry										Allenbury's (34 A & H) malt extract 1 lb 42 9 — 4 9										Atkinson (76 Atkinson) English lavender 21cc 44 1 11 10 6 6									
No. 89 For Men (468 F) after shave lotion — — 11 9										2 lb 79 6 — 8 10										Gold Medal eau de Cologne 41cc 71 3 19 1 10 6									
brilliantine — — 21 9										1 lb. 42 9 — 4 9										82cc 132 4 35 6 19 6									
oil — — 21 9										2 lb 79 6 — 8 10										143cc 203 6 54 7 30 0									
solid — — 8 6										D butterscotch flavour 2oz 20 0 3 4 2 6										317cc 390 0 104 7 57 6									
deodorant — — 8 0										1 lb 9 9ea 1 8ea 14 8										654cc 746 0 200 0 110 0									
hair cream — — 9 0										Alupent-Sed (154B) †s4A (distributors 501 Geigy)										watch flask 20cc 40 9 10 11 6 0									
lotion — — 11 9										tablets 50 10 6ea — 15 9										soap toilet 2½oz 17 0 4 7 2 6									
pre-shave lotion — — 16 9										250 47 6ea — 71 3										bath 5½oz 24 10 6 8 3 8									
shampoo cream — — 6 9										Ambassador (1375 ATPL) after-shave plastic pack — — 12 6										A toi (76 Atkinson) parfum de toilette 82cc 91 7 24 7 13 6									
shaving cream — — 10 9										Cologne for men, plastic pack — — 15 0										perfume purse 54 3 14 7 8 0									
lather tube — — 9 0										deodorant aerosol — — 15 0										½oz 91 7 24 7 13 6									
brushless tube — — 12 3										pre-shave plastic pack — — 12 6										D talcum A/AH 100gm 49 2 13 2 7 3									
bowl — — 8 6										shave bowl refill — — 9 6										talcum talcum 100gm — — —									
talcum — — 15 0										D bath cubes — — —										Atromid-S (649 ICI) capsules 500mgm 50 23 6ea — 35 3									
toilet soap (3) — — 30 0										D deodorant stick — — —										250 110 0ea — 165 0									
toilet water — — 50 3										Ambodryl (938 PD) †57 elixir 80oz 36 8ea — 55 0										500 206 0ea — 309 0									
— — 93 9										Ammidex (1178 Stafford) tooth powder — — —										D Aureomycin (746 Lederle) capsules 50mgm 25 — — —									
4711 (113 S & B) eau de Cologne atomiser No. 9810 152 0 42 0 22 6										Amokole (781 Lusty's) tablets 50 21 0 5 9 3 1										I Avazyme (369 DL) (distributors 1545 Vestric)									
AAA (61 APC) † throat spray 6 0ea — 9 0										125 48 0 13 2½ 7 6										Azostix (843 ML) reagent strips 25 45 0ea — —									
Actifluor 3-18 (1341 Willows) toothpaste 44 7 12 3½ 6 0										D Ampiclox (1393 BRL) Ampiclox Neonatal (1393 BRL) TS Anapax (1053 Rexall) sore throat spray 7.5gm 55 6 15 3 7 11										Baghari (Piquet (1446 Pearmoss)) perfume 1½oz 15 0ea 4 2ea 26 6									
Adabee (1071 Robins) capsules 100 3S 4ea — 53 0										Ancolexin (179 BDH) †7 tablets 250 101 4ea — 152 0										½oz 34 0ea 9 5ea 60 0									
Ad. A. M. (1091 Rybar) mixture 4oz 4S 0 12 5 6 8										André Philippe (48 AP) shampoo lacquer remover 28 11 9 3 2½ 1 9										½oz 44 3oz 12 3ea 79 6									
Adcortyl (1176 Squibb) TS tablets 2mgm 500 218 2ea — 327 3										Andrews (976 PS & T) liver salts 4oz 19 9 5 2 2 7										1oz 71 0ea 19 7ea 126 0									
Adcortyl-E (1176 Squibb) tablets 2mgm 500 218 2ea — 327 3										8oz 33 8 8 10 4 5										2oz 106 6ea 29 4ea 189 0									
Agfa (16 AGL) films Isopan F and ISS 127 — — 4 2										diabetic 8oz 35 9 9 4 4 9										Balmain (1052 Revlon) Monsieur Balmain soap toilet (3) 128 6 3S 4 19 6									
120 — — 4 2										Animalintex (1073 Robinson) poultice dressing 10 39 2 10 10 6 4										bath (3) 197 9 54 4½ 30 0									
620 — — 4 2										An-Skels (1152 SK) 2oz 19 0 — 2 3										Bandit (Piquet (1446 Pearmoss)) perfume 1½oz 15 0ea 4 2ea 26 6									
35mm cassette — — 6 4										Antex (747 Leo) Anusol HC (1310 WW) TS ointment 15gm 132 0 — 15 3										½oz 34 4ea 9 5ea 60 0									
20 exp — — 8 3										Apple Blossom (596 HR) deodorant spray 2422 — — 9 6										I Banshee (67 Ashe) insect powder 24 6 — 2 11									
36 exp — — 5 0										Aqua Velva (1524 Chembro) after-shave lotion 142cc 41 0 11 3 5 6										Belle (de Rauch (1446 Pearmoss)) perfume 1½oz 35 6ea 9 10ea 63 0									
Rapid F17 — — 5 5										Argotone (1077 Rona) nasal drops 20mils 31 0 8 4 4 2										1oz 59 6ea 16 5ea 105 0									
Record 120 — — 5 5										Arthene (802 M5) 1oz 22 0 6 0½ 3 3										1oz 95 0ea 26 2ea 168 0									
35mm cassette — — 10 10										Aspro (893 Nicholas) 20 31 4 8 0 2 0										2oz 142 0ea 39 1ea 252 0									
Aigrette (Valois (1446 Pearmoss)) perfume small 11 9ea 3 2½ea 21 0										D dusting powder drum 3206 4207										4oz 212 0ea 58 4ea 378 0									
medium 19 6ea 5 4½ea 35 0										dusting powder drum with puff 3208 — — 17 6										2oz 23 6ea 6 6ea 42 0									
large 117 0ea 32 2ea 210 0										spray bottle 2312 — — 9 6										4oz 41 6ea 11 6ea 73 6									
Akineton (86 Barclay) tablets 50 16 1ea — 24 1										skin perfume 3002 — — 14 6										16oz 118 0ea 32 6ea 210 0									
tablets 250 73 10ea — 110 9										D Aqua Velva (1524 Chembro) after-shave lotion 142cc 41 0 11 3 5 6										2oz 16 8ea 5 0ea 30 0									
tablets 20 — — —										Argotone (1077 Rona) nasal drops 20mils 31 0 8 4 4 2										4oz 25 6ea 7 1ea 45 0									
tablets 200 — — —										Arthene (802 M5) 16oz 13 6ea 3 8½ea 23 11½										8oz 39 6ea 10 11ea 70 0									
Aladdin (24 ALAD) vacuum flasks — — —										Aspro (893 Nicholas) 20 31 4 8 0 2 0										16oz 65 0ea 17 11ea 115 0									
Escort 16oz — — 8 6										Betnesol (518 Glaxo) ointment — — —										Benadryl (938 PD) †57 powder 1½oz 26 8ea — 40 0									
32oz — — 13 8										D Argotone (1077 Rona) nasal drops 20mils 31 0 8 4 4 2										Benoids (1152 SK) 2oz 15 6 4 3½ 2 3									
Wide Mouth 16oz — — 14 1										Arthene (802 M5) 1oz 22 0 6 0½ 3 3										Benzac (1335 Wigglesworth) pastilles 18 0 — 2 6									
32oz — — 17 11										Aspro (893 Nicholas) 20 31 4 8 0 2 0										Berkmycen (117 BPL) TS capsules 250mgm 16 4 11ea — 7 5									
Continental 16oz — — 8 11										Aspro (893 Nicholas) 20 31 4 8 0 2 0										100 28 0ea — 42 0									
32oz — — 14 4										Aspro (893 Nicholas) 20 31 4 8 0 2 0										100 248 4ea — 372 0									
32oz — — 29 9										Aspro (893 Nicholas) 20 31 4 8 0 2 0										100 28 0ea — 42 0									
Pitcher — — —										Aspro (893 Nicholas) 20 31 4 8 0 2 0										100 248 4ea — 372 0									
refills for Escort, Continental and Dura-Clad 16oz — — 4 9										Aspro (893 Nicholas) 20 31 4 8 0 2 0										Berkomine (117BPL) †s4B tablets 25mgm 50 9 5ea — 14 2									
32oz — — 8 0										Aspro (893 Nicholas) 20 31 4 8 0 2 0										200 36 4ea — 54 6									
Albamycin (1263 Upjohn) TS tablets 250mgm 100 180 0ea — —										Aspro (893 Nicholas) 20 31 4 8 0 2 0										1000 169 5ea — 254 2									
100 180 0ea — —										Aspro (893 Nicholas) 20 31 4 8 0 2 0										Betnesol (518 Glaxo) ointment — — —									
Albamycin T (1263 Upjohn) TS capsules 250mgm 16 14 8ea — —										Aspro (893 Nicholas) 20 31 4 8 0 2 0										D Betnesol (518 Glaxo) ointment — — —									
100 88 0ea — —										Aspro (893 Nicholas) 20 31 4 8 0 2 0										100 28 0ea — 42 0									
paediatric 60mils 8 5ea — —										Aspro (893 Nicholas) 20 31 4 8 0 2 0										100 248 4ea — 372 0									

D	Betnesol-N (518 Glaxo)				Canotier (Valois (1446 Pearmoss))				Cuban Boy (422 EG)			
	cream				perfume	small	11	9ea	3	2 1/2ea	21	0
D	Bint El Sudan (1538 Marcos)				D	medium	19	6ea	5	4 1/2ea	35	0
	perfume			3 6		large	117	0ea	32	2ea	210	0
D	Bio-Clear (596 HR)				Carbital (938 PD) ts1s4A				Curacho (336 Curacho)			
	coverfluid	0841		10 6	elixir				bath salts			
D	Briogastone (117 BPL)				Cardiazol (86 Barclay)				embrocation			
	tablets 25mgm			12 6	liquid 10% 10mils				veterinary			
D	Biopar (61 APC)				Cardiazol Dicodid (86 Barclay)				3oz			
	forte tablets	60	10	8ea	Cardiazol ephedrine (86 Barclay) all packs				6oz			
D	Body Bulk (422 EG)				Casaque (Jean d'Albret (1445 Sirex))				10oz			
	chocolate and malt			16 0	perfume natural				40oz			
D	Bortin 45 (518 Glaxo) V5O				Cetiprin (678 Kabi)				80oz			
	vaccine	12	6ea	—	(distributors 1545 Vestric)				Cutex (256 CPL)			
D	Brasivol (369 DL)				tablets				cuticle remover			
	(distributors 1545 Vestric)			—	teething powders				cuticle cream			
D	Bristow's (105 BTD)				Chanel (247 Chanel)				nail flex			
	shampoo			—	for men				14gm			
D	Bristow's (105 BTD)				after shave				strong nail			
	cream	6	2	1 8 1/2	Cologne				Cuticura (1491 Cuticura)			
D	Brylcreem (105 BTD)				Cologne				talcum powder			
	refill	210cc	35	5	Chantage (76 Atkinson)				7033			
D	Brylcreem (105 BTD)				parfum de toilette				CVK (2 Abbott) T5			
	tube	84cc	16	9	perfume				capsules 125mgm			
D	Brylcreem (105 BTD)				801				100			
	tub	75cc	16	9	802				500			
D	Brylcreem (105 BTD)				803				250mgm			
	after shave	340cc	48	6	A/CH				500			
D	Brylcreem (105 BTD)				831				Film tabs 125mgm			
	deodorant	73cc	41	0	Chymar (61 APC)				50			
D	Brylcreem (105 BTD)				ointment				500			
	foam shave	142gm	48	6	Cinemax (817 MP5)				250mgm			
D	Brylcreem (105 BTD)				cine camera				500			
	shampoo	33	6	9 3	C401				100			
D	Brylcreem (105 BTD)				Click-a-Sweet (1597 Ceebrice)				500			
	shave cream	65gm	27	11	dis-pen-ser				500			
D	Brylcreem (105 BTD)				refill				1000			
	travel case	55	11	15 5	Coldrex (976 P5 & T)				1000			
D	Brylcreem (105 BTD)				tablets				250mm			
	hair setting gel	small	28	6	Colic-Radiol (1023 Radiol)				100			
D	Burnojel (802 M5)				for horses				500			
	burn jelly tube	1oz	22	0	10oz				1000			
D	Butazolidin Alka (501 Geigy) ts4B				10oz				Denclen (832 MW)			
	tablets	100	18	4ea	Colorfast (265 Clairol)				Denclen (657 IL)			
D	Bynin Amara (34 A & H)				shampoo				Denogel (956 Peptinol)			
	10oz			4 3	4oz				Dentative (843 ML)			
D	Calazean (312 AC)				Conquerors (312 AC)†				denture fixative			
	cream	15	6	4 3	anti-smoking tablets				49gm			
D	Calgon (26 A & W)				Copholoids (1295 Wade) †DDI				Dentu-Creme (1178 Stafford)			
	economy	7 lb	15	9 1/2ea	pastilles				economy size			
D	Californian Poppy (76 Atkinson)				50gm				34			
	perfume	trial	15	4	Coprola (397 Dunster)				5			
D	Camdogon (221 Camden)				drops				Depronol SA (1310 VWV) †s1			
	horse ringworm	standard	22	1	25mils				capsules			
D	Cameo (1073 Robinson)				30 10ea				50			
	tampons	10	37	0	Cordilox (583 HP)				250			
D	Camphonia (246 Chambers)				ampoules 2mils				121			
	17 4			4 9	500				6ea			
D	Candeptin (774 LR) T5				Corega (1178 Stafford)				Dequadin (34 A & H)			
	vaginal tablets	28	18	10ea	denture powder				lozenges			
D	Canotier (Valois (1446 Pearmoss))				18 0				40			
	perfume	small	11	9ea	Coronet (563 Hampshire)				Desert Flower (1131 Shulton)			
D	Carbital (938 PD) ts1s4A				lacrquer refill				hand and body lotion			
	elixir	16oz	144	0	13 6 1/2				special			
D	Cardiazol (86 Barclay)				Coty (301 Coty)				1717			
	liquid 10% 10mils			50 0	highlighter gold				53			
D	Cardiazol Dicodid (86 Barclay)				534				80			
	liquid 10% 100mils			6 3	72				9			
D	Cardiazol ephedrine (86 Barclay) all packs				98				21			
	40oz			18 8	51				8			
D	Casaque (Jean d'Albret (1445 Sirex))				582				14			
	perfume natural			63 0	50				7			
D	Cetiprin (678 Kabi)				51				6			
	(distributors 1545 Vestric)			—	50				3			
D	Chambers (246 Chambers)				50				2			
	teething powders	16	0	4 5	50				1			
D	Chanel (247 Chanel)				50				3			
	for men			—	50				3			
D	Chantage (76 Atkinson)				50				3			
	parfum de toilette			—	50				3			
D	Chymar (61 APC)				50				3			
	ointment			—	50				3			
D	Cinemax (817 MP5)				50				3			
	cine camera	C401		—	50				3			
D	Click-a-Sweet (1597 Ceebrice)				50				3			
	dis-pen-ser	62	0	—	50				3			
D	Coldrex (976 P5 & T)											

250mgm	160	22	6ea	—	33	9	Elation (385 DG)	cream skin	loz	96	0	26	5	14	6	sable two star	189	0	52	0	28	0	
500	105	0ea	—	157	6	—	creamy skin	perfume	loz	96	0	26	5	14	6	sable tone	189	0	52	0	28	0	
1000	205	0ea	—	307	6	—	perfume	loz	96	0	26	5	14	6	—	Eylight	52	0	14	4	7	9	
Distivit (378 Dista)	tablets	20mgm	25	—	—	—	Elix. cardiac tonic (745 Legat)	500mils	19	9ea	—	—	—	—	—	eyeliner brushes	44	0	12	1	6	6	
Diuposan (1582 Albion)	—	—	—	—	—	—	Elix. glycerosedaphosph (745 Legat)†	500mils	11	0ea	—	—	—	—	—	red sable standing	44	0	12	1	6	6	
Dixor (379 Dixor)	overnight cream	tube	27	0	7	5	Elix. phenobarbital (745 Legat)†ts4A	500mils	16	9ea	—	—	—	—	—	red sable contour	44	0	12	1	6	6	
—	—	—	—	—	—	—	Elixir somnolens (576 PH) ts4A	500mils	16	9ea	—	—	—	—	—	red sable folding	57	6	15	10	8	6	
Dols' (381 DVF)	anklet	15	—	—	—	—	—	dp 16oz	9	0ea	—	—	—	—	—	Eymatic mascara	60	6	16	8	9	0	
—	armlet	1	—	—	—	—	—	dp 80oz	41	0ea	—	—	—	—	—	refill	35	0	9	8	5	3	
—	bandage	9	—	—	—	—	—	dp 32oz	—	—	—	—	—	—	—	finger nails regular	84	0	—	—	10	6	
—	bodice-shaped	—	—	—	—	—	—	—	—	—	—	—	—	—	—	slimline	100	0	—	—	12	6	
—	protector	56	—	—	—	—	—	—	—	—	—	—	—	—	—	longline	100	0	—	—	12	6	
—	calf or leg cover	14	—	—	—	—	—	—	—	—	—	—	—	—	—	fixative self-adhesive	16	0	—	—	2	0	
—	elbow cap	2	—	—	—	—	—	—	—	—	—	—	—	—	—	Hairlites	60	0	—	—	7	6	
—	finger and thumb-stall	5	—	—	—	—	—	—	—	—	—	—	—	—	—	Lashclens	3	4	—	—	11	6	
—	neuritis case	17	—	—	—	—	—	—	—	—	—	—	—	—	—	Lashcurl	11	6	3	2	—	9	
—	scarf	59	—	—	—	—	—	—	—	—	—	—	—	—	—	Lashfix standard	16	0	—	—	2	0	
—	sciatica case	11	—	—	—	—	—	—	—	—	—	—	—	—	—	large	28	0	—	—	3	6	
—	sleeping glove	6	—	—	—	—	—	—	—	—	—	—	—	—	—	lipbrush	40	6	11	2	6	0	
—	sleeping sock	61	—	—	—	—	—	—	—	—	—	—	—	—	—	lip liner pencils	26	6	7	6	4	0	
—	thigh piece	12	—	—	—	—	—	—	—	—	—	—	—	—	—	Liquailner	40	6	11	2	6	0	
—	throat bandage	31	—	—	—	—	—	—	—	—	—	—	—	—	—	Liquailner and eye	31	6	8	8	4	9	
—	vest-style protector	57	—	—	—	—	—	—	—	—	—	—	—	—	—	make-up remover	31	6	9	3	5	0	
—	wristlet	4	—	—	—	—	—	—	—	—	—	—	—	—	—	Lovlinail	33	6	—	—	8	6	
Dop (525 Golden)	hairspray	160gm	41	2	10	9	5	9	English Lakes	loz	94	0	26	0	7	6	Mend'a nail	68	0	—	—	18	6
Dorothy Gray (385 DG)	beauty case small	67	8ea	18	7½	126	0	—	lavender water and cascade	2oz	106	6	29	4	17	6	Model Eyes	125	0	34			

D	Folvite (746 Lederle)				Glytons (576 PH)				barrier lipstick									
D	solution 10mils				16oz 6 0ea				9 0				1611				10 6	
D	tablets 5mgm 1000				80oz 25 0ea				—				bath cubes 8031				7 9	
D	Folvron (746 Lederle)				Gnome (520 Gnome)				beauty case				8913				235 6	
D	elixir 4oz and 16oz				projectors								8914				299 6	
D	Fracas (Piquet (1446 Pearmoss))				Alphax Major 722				714 6				8940				92 6	
D	perfume												8945				187 6	
D	1/2oz 1S 0ea				4 2ea								8946				175 6	
D	1/2oz 34 0ea				9 5ea				5 0				8947				142 6	
D	1/2oz 44 3ea				12 3ea				6 7				8915				635 0	
D	1oz 71 0ea				19 7ea								beauty sun					
D	2oz 106 6ea				29 4ea								cream 2812				8 6	
D	Freezone (6SS ICC)												fluid 2854				10 6	
D	corn remover 18 7				5 1								oil 2805				8 6	
D	Fresh 'n Clean (810 Maw)												bleaching					
D	refresher pads 11 9				3 3								cream 0612				10 6	
D	Fujica (S6S Hanimex)												clear eyes 0647				8 6	
D	projector, cine												colour tint					
D	Fujicascope SM1				2600 0								rinses 8501				4 6	
D	Dual M3				990 0								conceal 1475				12 9	
D	cameras, still												Contour-Lift					
D	Compact 35				577 6								film 0662				29 6	
D	Mini, Half and Drive												coverfluid 1421				11 6	
D	Fujichrome (S6S Hanimex)												1422				21 0	
D	film R25				27 5								deep cleanser 0122				9 6	
D	RT50				27 5								0124				12 6	
D	standard 8				22 6								0129				21 0	
D	Fungizone (1176 Squibb) TS												deodorant anti-					
D	intravenous												perspirant					
D	50,000 i.u. vial				20 6ea				30 9				stick 2411				7 3	
D	for tissue culture												roll-dry 2402				8 6	
D	50,000 i.u. vial				24 0ea				36 0				eau de					
D	Gala (876 MP)												Cologne 8002				13 6	
D	bath cubes												eau verte 0631				17 6	
D	beauty soap 1070				21 2				2 11				eyebrow					
D					1072 62 0				8 6				pencils 1750				3 6	
D	eyebrow pencil				1041 22 0				3 3				everpoint 1751				12 9	
D	finishing touch												refill 1752				5 3	
D	foam bath 1083												eye lashes real					
D	leg paint 1084												hair 1770				21 0	
D	cleansing milk 1065				52 5				14 5				7 9				eye liner	
D	slimline 1023												liquid 1761				10 6	
D	lipline 1023				40 0				11 0				5 11				red sable	
D	lipstick gold and												brush 1762				5 9	
D	silver 1012				44 0				12 11 1/2				6 6				eyeliner pencil 1763	10 9
D	liquid line 1043				40 0				11 0				5 11				refill 1764	5 3
D	flowing velvet 1015																eye shadow	
D	velvet finish com-																stick	
D	puff 1009				25 4				6 11 1/2				3 9				propelling 1760	10 6
D	nail colour frosted																fashion brow 1755	12 9
D	big shake 1036																fashion matte	
D	"Big Gem" 1036				52 5				14 5				7 9				shadow 1765	12 9
D	silver standard																Grecian anti-	
D	1037				26 6				7 3 1/2				3 11				wrinkle	
D	gold and silver																cream 0211	12 6
D	glitter 1014				26 6				7 3 1/2				3 11				green founda-	
D	shimmering jewels																tion 1481	12 9
D	1031				25 4				6 11 1/2				3 9				hand delight 2216	12 9
D	night lotion 1062																handkerchief	
D	skin perfume 1079																tissues 1900	2 6
D	solid toilet water																Headliner 8531	10 9
D	1071																herbal skin	
D	Ganda (898 Northern)																tonic 0315	9 6
D	camphorated goose																0314	9 6
D	grease				20 0				5 6				2 9				0318	16 0
D					33 0				9 1				4 6				toilet	
D					54 0				14 10				7 6				soap (3) 8013	9 0
D	Gard (280 CP) S pack minimum order																Herbessence	
D	dandruff control																beauty bath	
D	shampoo standard 31 7				8 7				4 6								perfume and	
D					43 0				11 9				6 1				bath oil 8020	33 0
D	Geriden (369 DL)																lipstick golden 1601	8 6
D	(distributors 1S4S Vestric)																Liquidine 0651	12 6
D	Germaine Monteil (1486 GM)																Lumina compact	
D	beauty base																make-up	
D	Superglow founda-																eye shadow	39 6
D	tion																face powder	15 6
D																	foundation	42 0
D	Idol-Eyes																lipstick	42 0
D	eye lashes																long lash	
D	lotion iris																mascara	
D	night shade glow																refill 1702	10 9
D	bronze																mascara block	
D																	form 1730	7 9
D	Royal Secret																brushes 1740	7 0
D	Cologne 2oz																remover 1741	5 9
D	4oz																remover pads 1742	9 6
D																	mascara-matic 1711	12 9
D	Germoloids (104 BP)																refill 1712	8 3
D	ointment 30 7				7 9				4 0								mascara new	
D																	silk long-lash	15 6
D																	refill	9 6
D	Gillette (514 Gillette)																medicated	
D	shave brush "bristle																cream 0601	12 6
D	badger" 172 0 1/2				47 4				25 6								Natural Blush 1830	34 0
D	Glaxo (518 Glaxo)																individual	
D	vaccines																compact	
D	tetanus (F.T.) 1mil x 3																brush 1835	21 6
D	vial 10mils																overnight	
D	Glinteel (1335 Wigglesworth)																cream 0201	12 9
D	lotion 4dr. 12 0				3 4				2 3								0202	22 0
D	pastilles 17 0																pasteurized	
D	Glossy (1466 Nichol)																cream 0102	12 6
D	non-electric heated																0104	19 6
D	rollers																0108	32 6
D																	pore washing	
D	Glycologne (1335 Wigglesworth)																cream 0682	9 6
D	hand jelly 12 6				3 5				2 6								refining lotion 0322	10 6
D	Glymiel (1351 WLU)																0324	18 6
D	lip salve 26 0				7 2				1 11								0328	32 6
D	(2doz)																rouge compact	
D																	powder 1821	10 6
D																	cream 1811	10 6
D																	shampoo	

blonde tone 8542	—	—	6 6	Cheek Glo cream	—	—	8 5	KIKU (1587 RFL)	—	—	—	—
brunette	—	—	—	rouge	—	—	7 10	after bath Cologne	—	—	—	39 6
tone 8552	—	—	6 6	cleansing cream	—	—	9 10	4oz	—	—	—	59 6
silk sheen 8512	—	—	6 6	cleansing milk	—	—	18 3	8oz	—	—	—	52 6
8514	—	—	10 6	cream powder	—	—	6 10	bath oil	—	—	—	39 6
silver-tone 8522	—	—	6 6	(plastic case)	—	—	10 10	bath powder	—	—	—	14 9
silk face	—	—	—	(mirror case)	—	—	1 5	bath soap (1)	—	—	—	37 6
powder 1201	—	—	10 6	puff	—	—	7 5	(3)	—	—	—	10 9
1202	—	—	18 6	cream satin	—	—	5 10	bath tray	—	—	—	37 6
special 1221	—	—	18 6	cuticle remover	—	—	—	Body soft	—	—	—	—
1222	—	—	—	Dramatic	—	—	—	Kilkof (939 Parkinson)	—	—	—	—
minute make-up	—	—	—	eye liner	—	—	9 10	3oz	18 2	5 0	2 6	—
1210	—	—	7 11	mascara block	—	—	7 8	8oz	36 4	10 0	5 0	—
1211	—	—	11 6	cream	—	—	7 8	Kingfisher (363 D5)	—	—	—	—
refill 1212	—	—	7 0	roll-on	—	—	8 10	sponges cosmetic	5 0	1 4½	9	—
golden case 1214	—	—	19 9	eye make-up	—	—	5 5	toilet	13 6	3 8½	2 0	—
special 1230	—	—	7 11	remover	—	—	8 10	bath	18 7	5 1	2 9	—
1231	—	—	11 6	face powder	—	—	—	nursery	8 3	2 3	1 3	—
refill 1232	—	—	7 0	foundation 41	—	—	8 6	Kleenears (188 B5H)	33 6	9 3	5 6	—
golden case 1234	—	—	19 9	Free and Easy	—	—	—	Kodak (711 Kodak)	—	—	—	—
puff 1240	—	—	1 6	deodorant	—	—	7 8	Brownie 127 camera	—	—	—	—
new 1210	—	—	7 11	hand cream	—	—	5 5	outfit	42 9ea	10 7ea	74 7	—
silk film 1472	—	—	12 6	lip barrier cream	—	—	5 10	movie projector	—	—	—	—
silk tone	—	—	—	lipstick jewelfast	—	—	5 11	A.15G 221	0ea	—	340 0	—
foundation 1401	—	—	11 6	refill	—	—	—	movie cameras	—	—	—	—
special 1411	—	—	11 6	lipstick super	—	—	8 6	Instamatic M12	—	—	299 7	—
liquid rouge 1801	—	—	10 6	jewelfast No. 22	—	—	—	case	—	—	61 11	—
Scimitar long-	—	—	—	special	—	—	8 2	M14	—	—	439 1	—
lash 1703	—	—	19 9	lipstick No. 22	—	—	7 5	case	—	—	61 1	—
refill 1704	—	—	12 9	special	—	—	—	M18	—	—	839 10	—
skin clearing	—	—	—	liquid satin	—	—	17 10	case	—	—	90 0	—
cream 0611	—	—	12 6	Living Peach	—	—	15 11	black and white	—	—	—	—
toning lotion	—	—	—	body lotion	—	—	16 2	roll films	—	—	—	—
special 0344	—	—	18 6	cleansing cream	—	—	21 10	Verichrome	—	—	—	—
0348	—	—	32 6	lotion	—	—	15 11	Pan	127 245 0	67 5	4 2	—
snow lotion 1434	—	—	10 6	conditioning cream	—	—	21 10	120 245 0	67 5	4 2	—	—
special pore	—	—	—	moisturising lotion	—	—	15 11	620 245 0	67 5	4 2	—	—
mask 0502	—	—	13 6	tonic extra	—	—	15 11	126 282 11	77 10	4 10	—	—
"stay-long"	—	—	—	regular	—	—	—	116 317 11	87 5	5 5	—	—
hair spray 8537/9	—	—	11 9	vitamin beauty	—	—	17 10	828 230 5	63 5	3 11	—	—
sun tonic 2842	—	—	12 9	mask	—	—	5 10	120 245 0	67 5	4 2	—	—
tan in a minute 2834	—	—	10 6	nail enamel	—	—	7 10	Panatomic-X	127 268 4	73 10	4 7	—
tulipstick 1602	—	—	8 6	frosted	—	—	5 9	Tri-X Pan	120 268 4	73 10	4 7	—
Ultra	—	—	—	supercoat	—	—	8 5	120 268 4	73 10	4 7	—	—
Feminine	—	—	—	undercoat	—	—	11 10	Royal-X Pan	120 317 11	87 5	5 5	—
beauty oil 0462	—	—	45 0	overnight cream	—	—	7 5	black and white	—	—	—	—
cream 0452	—	—	45 0	satin bloom	—	—	—	miniature film	—	—	—	—
vitamin nail	—	—	—	shadow satin eye	—	—	7 10	Plus-X Pan	135-20 393 9	108 4	6 4	—
food 2290	—	—	10 6	shadow	—	—	9 9	135-36 512 6	140 11	8 3	—	—
washing grains	—	—	—	shadow soft eye	—	—	5 11	935 300 0	82 6	4 10	—	—
0672	—	—	8 6	shadow	—	—	7 10	5 metres 800 0	220 0	12 10	—	—
Water Lily	—	—	—	refill	—	—	10 10	17 metres 2500 0	687 6	40 3	—	—
cleansing	—	—	—	skin balm	—	—	9 10	Tri-X Pan	135-20 393 9	108 4	6 4	—
cream 0112	—	—	12 6	skin freshener	—	—	7 10	135-36 512 6	140 11	8 3	—	—
0114	—	—	19 6	Soft Echo rouge	—	—	8 5	935 300 0	82 6	4 10	—	—
0118	—	—	32 6	tissue cream	—	—	11 10	17 metres 2500 0	687 6	40 3	—	—
youthifying	—	—	—	vitaliser	—	—	23 5	Panatomic-X	135-36 512 6	140 11	8 3	—
herbal mask 0512	—	—	21 0	vitormone cream	—	—	23 5	935 300 0	82 6	4 10	—	—
eye cream 0640	—	—	10 6	single	—	—	33 2	17 metres 2500 0	687 6	40 3	—	—
Herbalene (781 Lusty's)	—	—	—	double	—	—	9 10	Kolynos (655 ICC)	—	—	—	—
2½oz 17 6	4 10	2 7	—	white mask	—	—	—	denture fixative	20 3	—	2 3	—
5oz 26 0	7 1½	3 10	—	D lod Calcium Diuretin (86 Barclay)	—	—	—	31 6	—	—	3 6	—
Hexital (922 Ortho) ts1s4A	—	—	—	Ionex 'B' (1583 Marcos)	—	—	—	Kotex (702 KC)	—	—	—	—
tablets 100 54 0	—	6 9	—	hair tonic	—	—	9 0	sanitary towels	—	—	—	—
dp500 15 0ea	—	—	—	pressing compound	—	—	5 6	size 1	12 22 6	—	2 6	—
Hi-Lift (422 EG)	—	—	—	Ipsel (1093 Sale)	—	—	—	size 2	5 10 6	—	1 2	—
honey and yeast	—	—	—	hygienic baby salve	—	—	—	size 0	12 26 3	—	2 11	—
tablets 150 40 6	—	4 10	—	tubelets (10)	30 0	8 3	4 6	Lacamex (1091 Rybar)	—	—	—	—
350 57 4	—	6 10	—	Italian Marble (1561 MD)	—	—	—	4oz	15 6	4 4	2 4	—
molasses and yeast	—	—	—	bath bliss 100cc	84 0	22 6	12 5	20oz	61 0	16 9	9 0	—
tablets 60 18 9	—	2 3	—	bath talcum 85gm	71 0	19 0	10 6	80oz	18 0ea	4 11ea	32 0	—
150 40 6	—	4 10	—	J'aime (755 LPJH)	—	—	—	Langdale's (728 Langdale)	—	—	—	—
300 57 4	—	6 10	—	eau de toilette 1oz	9 0ea	2 2ea	15 0	cinnamon essence	15 6	4 3	2 0	—
1000 9 6ea	—	13 6	—	1½oz	14 9ea	3 11ea	27 6	37 0	10 2	4 6	—	—
Hiltone (105 BTD)	—	—	—	3½oz	22 8ea	6 1ea	42 6	63 0	17 4	7 6	—	—
116cc 44 1	12 1½	5 11	—	7½oz	36 0ea	9 8ea	67 6	139 0	38 3	17 0	—	—
Himaizol (1249 Truford)	—	—	—	4oz	36 0ea	9 8ea	67 6	tablets	15 6	4 3	2 0	—
spray-dried milk	—	—	—	diffuseur	—	—	—	37 0	10 2	4 6	—	—
16oz 100 0	—	10 6	—	perfume	—	—	—	63 0	17 4	7 6	—	—
Hip 'C' (849 M)	—	—	—	Lilliput trial	67 6	18 3	10 6	139 0	38 3	17 0	—	—
Hip 'C' (930 P & B)	—	—	—	atomiser	1oz 20 0ea	5 4ea	37 6	Largactil (971 P5MB) ts4B	—	—	—	—
Honeyvite (727 Lane)	36 0	—	4 3	refill	1oz 36 6ea	9 9ea	68 6	syrup	—	—	—	—
Hooper's (Dr. John) (815 MR & Co.)	—	—	—	Jean Sorelle (669 Sorelle)	—	—	—	25mgm/5mils	—	—	—	—
Hydrocortistab (147 Boots) T5	—	—	—	glass decanter	—	—	—	125mils	40 0	—	5 0	—
tablets 20mgm 100 46 10	—	62 5½	—	bubble bath	—	—	—	1litre	22 8ea	—	34 0	—
Hygex (598 Henderson) existing entry	—	—	—	skittle	50804 67 0	17 11	9 11	2litre	43 4ea	—	65 0	—
Hygex (598 Henderson)	—	—	—	teenage doll	50715 32 7	8 8½	4 11	25mgm/3-6mils all packs	—	—	—	—
brushes	—	—	—	Joystep (1073 Robinson)	50716 53 7	14 8½	7 11	Late Night Final (654 Innox)	—	—	—	—
ladies hair	—	—	—	wool felt	—	—	—	—	—	—	—	—
bristle 301 103 9	28 6	—	—	Junabeans (781 Lusty's)	—	—	—	—	—	—	—	—
wire 102 64 9	17 10	—	—	200 33 0	9 1	4 10	—	—	—	—	—	—
military	—	—	—	Kalms (781 Lusty's)	—	—	—	Le Galion (933 PLG)	—	—	—	—
bristle 361 107 6	29 7	—	—	tablets 150 57 0	15 8	8 4	—	bath oil ½oz	—	—	47 6	—
nylon 385 71 8	19 8	—	—	500 15 3ea	4 2ea	27 0	—	1oz	—	—	69 0	—
nail bristle 750 36 3	10 0	—	—	Kelfolate (824 MCP)	—	—	—	Lentheric (753 Lentheric)	—	—	—	—
770 26 3	7 3	—	—	tablets 100 4 6ea	—	6 9	—	frosted dusting	—	—	12 6	—
nylon 775 17 1	4 8	—	—	1000 32 10ea	—	49 3	—	frosted lighting	—	—	12 6	—
Hymosa (887 New Era)	—	—	—	5000 150 0ea	—	225 0	—	nail colour pearl	—	—	12 0	—
lotion handbag size 20 0	5 6	3 0	—	Kelgar (781 Lusty's)	—	—	—	shape-maker compact	—	—	21 0	—
Ilosone (413 Lilly) T5	—	—	—	perles 96 66 0	18 1½	9 8	—	refill	—	—	8 0	—
for oral suspension	—	—	—	Kelm (781 Lusty's)	—	—	—	Onyx hair lotion	—	—	—	—
100mils 11 8ea	—	17 6	—	Kerodex (692 Kerodex)	—	—	—	without oil	—	—	8 11	—
Imperacin (649 ICI) T5	—	—	—	baby cream 56gm	—	—	—	Tweed after-bath spray	—	—	14 3	—
syrup 60mils 4 9ea	—	7 2	—	ointment	—	—	—	Lextron (413 Lilly)	—	—	—	—
Inco (1073 Robinson)	—	—	—	sun deflectant cream	—	—	—	Pulvules 500	—	—	—	—
pads 10 65 0	—	7 6	—	IID 53gm	—	—	—	ferrous 500	—	—	—	—
Innoxa (654 Innox)	—	—	—	I2W 53gm	—	—	—	Lilia (761 Lila-White)	—	—	—	—
astringent	—	—	—	double seven	—	—	—	sanitary towels	—	—	—	—
barrier cream 71	—	—	—	—	—	—	—	new disposable 12	20 7	—	2 1	—

<b>Lil-jets (761 Lilia-White)</b>				seaweed bath				menthol and						
normal	10	19	4	—	2	0	29	0	8	0	4	0		
super	10	21	5	—	2	3	50	17	6	4	10	2	6	
super plus	10	23	11	—	2	6	150	38	0	10	5½	5	6	
<b>Liquifruta (1102 Sanitas)</b>				and celery				eucalyptus						
pastilles	18	6	5	1	2	9	50	17	6	4	10	2	6	
<b>Little Sister (229 Carmen)</b>				tablets				mixed fruit						
Carry Spray	132	0	35	0	19	11	150	38	0	10	5½	5	6	
de luxe	106	0	29	0	15	11	50	17	6	4	10	2	6	
standard	106	0	29	0	15	11	150	38	0	10	5½	5	6	
<b>Lomotil (1121 Searle)</b>				and sarsaparilla				cough syrup						
liquid ts48DDI	—	—	—	—	—	—	50	17	6	4	10	2	6	
<b>Longcils (1446 Pearmoss)</b>				tablets				pastilles						
eyebrow pencil	36	0	—	—	5	6	150	38	0	10	5½	5	6	
eyeliner	88	0	—	—	13	0	50	17	6	4	10	2	6	
mascara brush	36	0	—	—	5	6	150	38	0	10	5½	5	6	
eye shadow cream	84	0	—	—	12	6	50	17	6	4	10	2	6	
pearl finish	96	0	—	—	14	3	150	38	0	10	5½	5	6	
<b>L.P. Aerosol (1123 SLL)</b>				sleep-inducing				tablets						
refill	—	—	—	—	—	—	50	17	6	4	10	2	6	
<b>Lungdoctor (246 Chambers)</b>				tablets				spices, cinnamon						
refill	17	4	4	9	2	3	150	38	0	10	5½	5	6	
refill	30	0	8	3	4	0	50	17	6	4	10	2	6	
<b>Lungicure (246 Chambers)</b>				tablets				talcum powder						
refill	17	4	4	9	2	3	150	38	0	10	5½	5	6	
refill	30	0	8	3	4	0	50	17	6	4	10	2	6	
<b>Lusty's (781 Lusty's)</b>				tablets				witch hazel						
back and kidney	17	6	4	10	2	7	500	46	0	—	—	5	9	
herbs	30	0	8	3	4	4	1000	6	3ea	—	—	9	0	
bath cubes (6)	16	0	4	5	2	4	<b>D Macleans (105 BTD) existing entry</b>				<b>Mentholin (1045 R) ts48</b>			
brilliantine	60	13	0	—	1	6	<b>I Macleans (105 BTD)</b>				tablets			
charcoal tablets	150	22	0	—	2	9	tooth brushes				21			
500	56	0	—	—	7	0	tooth-paste				62			
<b>Charvita tablets</b>				tablets				55gm				—		
chlorophyll tablets	120	35	0	9	7½	5	90gm				—			
5gr	100	18	6	5	1	2	142gm				—			
3gr	120	18	6	5	1	2	197gm				—			
constipation herbs	17	6	4	10	2	7	Magmilor (218 Calmic)				<b>Metastustac (972 Pharmax) ts48</b>			
culinary herbs	—	—	—	—	—	—	pessaries				tablets 15mgm 250 37 0ea			
parsley, marjoram,	—	—	—	—	—	—	tablets				<b>Me-Ta-Sweet (1596 Haward)</b>			
sage, thyme, mint	—	—	—	—	—	—	treatment pack				209 4			
and mixed	9	0	—	—	1	0	after shave				(1½ doz)			
bay leaves	10z	8	6	—	—	11½	Cologne				38 0			
digestive tablets	50	17	6	4	10	2	deodorant				refill			
150	38	0	10	5½	5	6	hair dressing				loz 96 0			
Fullers earth cream	14	6	3	11½	2	1	talcum				26 5			
garlic perles	96	66	0	18	2	9	tonic bath				14 6			
192	122	0	33	0½	18	0	trayette complete				Midnight (385 DG)			
tablets	1000	44	0ea	12	1ea	77	Margo of Mayfair (798 Margolis)				creamy skin			
50	21	0	5	9	3	1	bath salts				perfume			
150	59	0	16	2½	8	8	12oz				loz 96 0			
500	13	0ea	3	7ea	23	0	Marmite (152 Bovril)				50 10			
1000	20	0ea	5	6ea	35	3	2oz				13 3			
<b>herbal ointment</b>				perfume				4oz				6 9		
1oz	14	6	4	0	2	1	small 11 9ea				Mil-Par (976 P5 & T)			
2oz	20	0	5	6	3	0	medium 19 6ea				tablets large 50 10			
cigarette mixture	23	6	—	—	2	9	large 117 0ea				4oz 19 5			
gold seal	16	6	—	—	2	0	Mary Quant (876 MP)-				8oz 33 10			
pipe mixture gold	17	0	4	8	2	6	eye gloss				16oz 52 0			
skin cream tube	20z	22	0	6	0½	3	lick stick				Miners (876 MP)			
tablets special	150	38	0	10	5½	5	nail bullion				frosting brush			
<b>kelp powder pure</b>				perfume A.M. &				65 10				lipstick		
4oz	17	6	4	10	2	6	P.M. entire entry				3924 32 1			
7oz	26	0	7	1½	3	9	perfume A.M.				8 10			
150	28	0	7	8½	4	1	2½cc 144 0				4 9			
500	69	0	19	0	10	2	1oz 342 8				2 11			
malted 12gr	40	14	6	4	0	2	1oz 480 0				1 7			
120	33	0	9	1	4	10	1oz 685 9				3 11			
300	58	0	15	11½	8	6	1oz 240 0				26 6			
1000	15	0ea	4	1½ea	22	6	1oz 106 3				7 7½			
capsules	24	22	0	6	0½	3	2½oz 202 4				26 6			
84	62	0	17	0½	9	1	1½oz 222 10				26 6			
<b>lecithin capsules</b>				aerosol				61 3½				Miranda (817 MP5)		
300	8	4ea	2	3½ea	12	6	perfume milk				camera			
lemon hand cream	17	0	4	8	2	6	1½oz 133 9				"FVT"			
tube	22	0	6	0½	3	3	2½oz 78 10				—			
2oz	22	0	6	0½	3	3	talc				Mirax Laborec (817 MPS)			
lime flower tisane	4½oz	36	0	—	3	9	2½cc 154 0				camera complete			
menthol cones	12	0	—	—	1	6	1oz 360 8				—			
natural herb	60	14	6	4	0	2	1oz 514 5				Mischief (67 Ashe)			
tablets	150	26	0	7	1½	3	1oz 754 4				perfume			
nerve tablets	50	17	6	4	10	2	1oz 257 2				799 432 0			
150	38	0	10	5½	5	6	1oz 120 0				115 8			
<b>perfume, Indian</b>				aerosol				63 2½				64 0		
Flowers, Eastern	34	0	9	4	5	0	1½oz 229 9				Mist. bronchialis nig. conc. (576 PH) †DDI			
Poppies, Flor	19	6	5	4	2	10	1½oz 240 0				dp 16oz 8 6ea			
d'Orient	12	27	0	7	5	4	1oz 106 3				dp 80oz 40 0ea			
pilewort ointment	60	16	0	4	5	2	2½oz 202 4				dp 32oz —			
and with hazel	40	15	0	4	1½	2	1½oz 222 10				Mist. cretae c. opio conc. (576 PH) †DDI			
suppositories	120	35	0	9	7½	5	1oz 133 9				dp 16oz 8 6ea			
pills celery, neuritis,	17	6	4	10	2	7	2½oz 78 10				dp 80oz 40 0ea			
anaemia or	150	48	0	—	6	0	1oz 147 6				dp 32oz —			
catarrh	500	12	0ea	—	18	0	2½oz 85 8				Mist. expectorans conc. (576 PH) †			
raspberry leaf	1000	22	8ea	—	34	0	1oz 257 2				dp 16oz 8 6ea			
tablets	40	15	0	4	1½	2								

[illegible]

Renaissance (1052 Revlon)										Schick (366 DR & A)										Slacks (781 Lusty's)									
Moon Drops										band razor										rheumatism tablets									
blushing powder										refill										50 17 6 4 10 2 6									
0131 244 0										dial adjustable																			
67 1 37 6										razor																			
0653 141 0										double-edged razor																			
38 9 21 6										113 2 31 2 16 9																			
0127 164 9										razor kit H.M.500																			
45 4 25 0										284 0 78 1 42 0																			
powder compact										Scram (1116 5P)																			
0756 121 0										(distributors 1545 Vestric)																			
33 3 18 6										mouse repellent																			
Respite (626 HH & C)†										10 0. — 1 2																			
cough treatment																													
2oz 44 0																													
— 4 11																													
Colour Silk †																													
Revlon (1052 Revlon)																													
eye shadow spree																													
181 3 49 10 27 6																													
Natural Wonder																													
foamy facial																													
cleanser 5281 115 3																													
31 8 17 6																													
night treatment																													
2890 121 0																													
33 3½ 18 6																													
under make up																													
2855 121 0																													
33 3½ 18 6																													
Rexall (1053 Rexall)																													
Brightener																													
toothpaste 150gm																													
32 6 8 11½ 4 11																													
tooth tincture																													
14 0 3 10 2 0																													
Rheumalene (781 Lusty's)																													
balm 23 0 6 4 3 4																													
Ricils (525 Golden)																													
eyebrow pencil																													
13 6 3 8½ 2 3																													
eye-liner liquid																													
54 0 14 10 8 0																													
eye shadow stick																													
44 0 12 1 6 6																													
eye make-up																													
remover 40 0 11 0 6 0																													
mascara complete																													
40 0 11 0 6 0																													
refill 27 0 7 5 4 0																													
miniature size																													
20 0 5 6 3 0																													
Bross-matic roll-on																													
65 0 17 10½ 9 6																													
D Ricoh (565 Hanimex) existing entry																													
I Ricoh (565 Hanimex)																													
cameras 35mm																													
126-C-EE																													
— 339 6																													
case																													
— 40 0																													
126 Auto																													
— 597 6																													
case																													
— 59 0																													
Super Shot																													
— 757 6																													
case																													
— 70 0																													
Singlex TL5																													
— 1677 6																													
case																													
— 79 6																													
Ricohflex Cd5																													
— 997 6																													
case																													
— 80 0																													
projector																													
Trioscope Dual																													
— 900 0																													
D Riddobron (1059 Riddell)																													
I †54B																													
†																													
Riddohaler (1059 Riddell)																													
†																													
Rolleicord (637 Hunter)																													
camera VB																													
— 1246 6																													
Ronson (1079 Ronson)																													
electric razors																													
model 33																													
rechargeable 855 206 10ea																													
50 9ea 336 0																													
D Rybaform (1091 Rybar)																													
I dp																													
80oz 20 3ea																													
5 7ea —																													
Rybar (1091 Rybar)																													
inhaler																													
syphon tube																													
standard plastic																													
28 0 — 3 6																													
syphon tube glass																													
16 0 — 2 0																													
Rybar co. tablets																													
48 0 13 2 7 2																													
Rybarex (1091 Rybar)†																													
‡oz 56 0 — 7 0																													
1oz 100 0 — 12 6																													
4oz 31 6ea — 47 3																													
Rybarvin (1091 Rybar)†																													
‡oz 56 0 — 7 0																													
1oz 100 0 — 12 6																													
4oz 31 6ea — 47 3																													
Ryotol (1091 Rybar)†																													
‡oz 36 0 9 0 5 3																													
D S.7 (218 Calmic)																													
I cream 30gm																													
pessaries 12																													
Sanatogen (1530 Fisons)																													
selected multi-																													
vitamins plus iron																													
60 112 0 — 14 0																													
Sanella (810 Maw)																													
towels																													
half pack 150.05 12 1 — 1 3																													
No. 0 150.03 20 3 — 2 1																													
No. 1 150.00 22 6 — 2 4																													
No. 2 150.01 26 1 — 2 9																													
Soluble 150.02 20 7 — 2 1																													
Sari (1561 MD)																													
bath bliss 100cc 84 0 22 6 12 6																													
Sasorabia (1538 Marcos)																													
perfume — — 20 0																													
D Saventrine (972 Pharmax)																													
I tablets 39mgm																													
tablets 30mgm																													
Saville (67 Ashe)																													
orange blossom																													
perfume 599 432 0 115 8 64 0																													
Savlon (649 ICI)																													
hospital concentrate																													
sachets 11 0ea — —																													
(2 doz.)																													

[illegible]

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[illegible]

## THIS WEEK'S CHANGES

Prices are given in the sequence Trade Price per Doz.; Purchase Tax per Doz.; Retail Price. Bold upright figures (2 9) in the retail price column indicate that the price is subject to resale price maintenance; italic figures (2 9) that it is recommended by the manufacturers; and light upright figures (2 9) that it is "notional" as a guide to the retailer in determining his own retail price.

● Alcotest-80 (1545 Vestric)				Hytrast (971 PSMB)				atomiser				8026 37 6ea 10 1ea 68 0			
breath analyser kit 48 0ea — 60 0				injection suspension 23 4ea — 35 0				● Maxolon (1393 BRL) tablets 100 48 0ea — 72 0				500 230 0ea —			
● BiSoDoI (655 ICC) gel 6oz 27 0 — 3 0				Ilford (645 Ilford) projectors cine Elmo Brilliant 740 0ea — 1110 0				● Nice'n Easy (265 Clairrol) hairspray 53 6 14 0 7 11				● N.P.U. (810 Maw) rubber gloves de luxe 26 6 2 10½ 3 6			
A Capricci (936 PNR) perfume R90 29 3ea 7 10ea 53 0 R81 35 9ea 7 7ea 64 9 R88 54 0ea 14 6ea 97 9 R31 85 0ea 23 0ea 155 3 R21 115 6ea 31 0ea 209 0 R10 155 0ea 41 7ea 280 6 R1 206 3ea 55 4ea 373 3 R240 43 6ea 11 8ea 78 9 R141 23 0ea 6 2ea 41 9 PR1 13 0ea 3 6ea 23 6 R7 23 0ea 6 2ea 41 9 R6 38 0ea 10 2ea 68 9 R5 58 9ea 15 7ea 105 6 R55 96 9ea 25 11ea 175 0 R107 25 9ea 6 11ea 46 9 R117 20 3ea 5 5ea 36 9				L'Air du Temps (936 PNR) perfume B90 23 0ea 6 2ea 41 9 B81 30 0ea 8 1ea 54 3 B88 40 6ea 10 10ea 73 3 B31 64 3ea 17 3ea 116 3 B21 110 6ea 29 8ea 200 0 B33 77 3ea 20 9ea 140 0 B240 42 3ea 11 4ea 76 6 B141 21 9ea 5 10ea 39 6 PB1 13 0ea 3 6ea 23 6 B7 18 3ea 4 11ea 33 0 B6 29 3ea 7 10ea 53 0 B5 46 3ea 12 5ea 83 9 B107 23 9ea 6 4ea 43 0 B117 18 6ea 5 0ea 33 6				D Robe d'un Soir (1469 PC) bath oil 4943 29 6ea 7 11ea 53 6 9028 17 6ea 4 8ea 31 9 9029 28 3ea 7 7ea 51 9 9030 46 3ea 12 5ea 83 9 9046 83 9ea 22 5ea 151 6 9045 42 9ea 11 6ea 77 6 9044 52 6ea 14 1ea 95 0 9040 60 0ea 16 1ea 108 0 9001 106 9ea 28 7ea 193 3 9002 180 3ea 48 4ea 326 3 9003 295 9ea 79 4ea 535 3 9075 44 6ea 11 11ea 80 6				perfume 9728 25 9ea 6 11ea 46 9 9729 42 9ea 11 6ea 77 6 9730 69 3ea 18 7ea 125 3 9026 44 0ea 11 10ea 79 9			
atomiser refill sachet toilet water R7 23 0ea 6 2ea 41 9 R6 38 0ea 10 2ea 68 9 R5 58 9ea 15 7ea 105 6 R55 96 9ea 25 11ea 175 0 R107 25 9ea 6 11ea 46 9 R117 20 3ea 5 5ea 36 9				atomiser refill aromatic spray R75 32 3ea 8 8ea 58 3 R175 22 0ea 5 11ea 39 9				atomiser refill aromatic spray B75 29 3ea 7 10ea 53 0 B175 18 9ea 5 0ea 34 0				toilet perfume 9728 25 9ea 6 11ea 46 9 9729 42 9ea 11 6ea 77 6 9730 69 3ea 18 7ea 125 3 9026 44 0ea 11 10ea 79 9			
A Chasse Gardee (1469 PC) perfume 7040 17 0ea 4 7ea 30 9 7042 24 9ea 6 8ea 44 9 7044 40 9ea 10 11ea 73 9 7045 30 9ea 8 3ea 55 9 7000 42 6ea 11 5ea 77 0 7001 65 9ea 17 8ea 119 0				D Lipiodol (115 Bengue) ultra fluid ampoule 10mils 9 0ea — 13 6 viscous bottle 20mils 9 0ea — 13 6				atomiser Skopyl (1497 PGBL) sI (distributors 802 MS) drops 5mils 64 0 — 8 0				Teak (1131 Shulton) deodorant aerosol 6oz 109 0 29 3 16 6 talcum powder 90gm 89 3 23 11 13 6			
A Coeur-Joie (936 PNR) perfume A90 23 0ea 6 2ea 41 9 A81 30 0ea 8 1ea 54 3 A88 40 6ea 10 10ea 73 3 A31 64 3ea 17 3ea 116 3 A21 110 6ea 29 8ea 200 0 A12 77 3ea 20 9ea 140 0 A240 42 3ea 11 4ea 76 6 A141 21 9ea 5 10ea 39 6 A7 18 3ea 4 11ea 33 0 A6 29 3ea 7 10ea 53 0 A5 46 3ea 12 5ea 83 9 A55 71 0ea 19 0ea 128 6				Loving Care (265 Clairrol) hairspray 53 6 14 0 7 11				A Ma Griffe (1469 PC) bath oil 4843 26 3ea 7 0ea 47 6 Cologne 2oz 8028 14 6ea 3 11ea 26 3 4oz 8029 24 3ea 6 6ea 44 0 8oz 8030 39 6ea 10 7ea 71 6 14oz 8031 72 3ea 19 4ea 130 9 26oz 8032 126 6ea 33 11ea 229 0 4811 15 9ea 4 3ea 28 6 8045 30 9ea 8 3ea 55 9 8000 42 6ea 11 5ea 77 0 8046 75 6ea 20 3ea 136 9 8001 65 9ea 17 8ea 119 0 8002 116 9ea 31 4ea 211 3 8003 221 9ea 59 5ea 401 3 8074 34 6ea 9 3ea 62 6 8075 31 3ea 8 5ea 56 6				atomiser Vert et Blanc (1469 PC) Cologne 6028 14 6ea 3 11ea 26 3 6029 24 3ea 6 6ea 44 0 6030 39 6ea 10 7ea 71 6 6044 40 9ea 10 11ea 73 9 6045 30 9ea 8 3ea 55 9 6000 42 6ea 11 5ea 77 0 6046 75 6ea 20 3ea 136 9 6001 65 9ea 17 8ea 119 0 6002 116 9ea 31 4ea 211 3 6003 221 9ea 59 5ea 401 3			
D Crazy Foam (39 Allspar) Crazy Foam (1221 Thawpt) Feraspartyl (346 Dales) tablets 30 6 0ea 1 8ea 10 8 100 16 0ea 4 5ea 28 5 40 — — —				A Filie d'Eve (936 PNR) perfume F90 23 0ea 6 2ea 41 9 F81 30 0ea 8 1ea 54 3 F88 40 6ea 10 10ea 73 3 F31 64 3ea 17 3ea 116 3 F21 110 6ea 29 8ea 200 0 F33 77 3ea 20 9ea 140 0 F7 18 3ea 4 11ea 33 0 F6 29 3ea 7 10ea 53 0 F5 46 3ea 12 5ea 83 9				toilet perfume 6728 20 3ea 5 5ea 36 9 6729 34 6ea 9 3ea 62 6 6730 58 6ea 15 8ea 105 9				A Vetiver (1469 PC) after-shave eau de Vetiver 3728 15 9ea 4 3ea 28 6 3729 26 6ea 7 1ea 48 0 3730 44 0ea 11 10ea 79 9 3026 35 3ea 9 5ea 63 9 1003 6 0ea 1 7ea 10 9			
Halina (1136 Silber) Paulette outfit — — 279 6 Hytrast (115 Bengue)				toilet perfume 2oz 8728 20 3ea 5 5ea 36 9 4oz 8729 34 6ea 9 3ea 62 6 8oz 8730 58 6ea 15 8ea 106 0				A Water for injection (971 PSMB) bottle 100mils 36 0 — 4 6							

# Simple Soap

the pure soap for sensitive skins

the pure soap for sensitive skins

**NOW IN A NEW BATH SIZE 2/6**

(AS WELL AS HAND SIZE 1/4d). Containing no perfume, no colouring, no filling, no antiseptics. Prescribed by dermatologists for troublesome and allergic skins: the soap you can recommend with confidence. **FROM YOUR WHOLESALE.**

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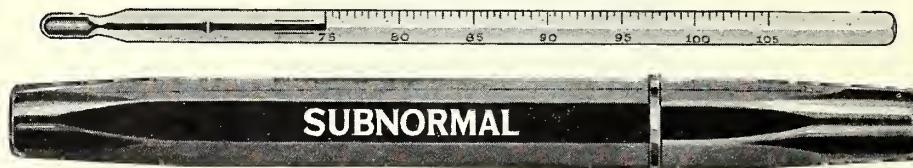
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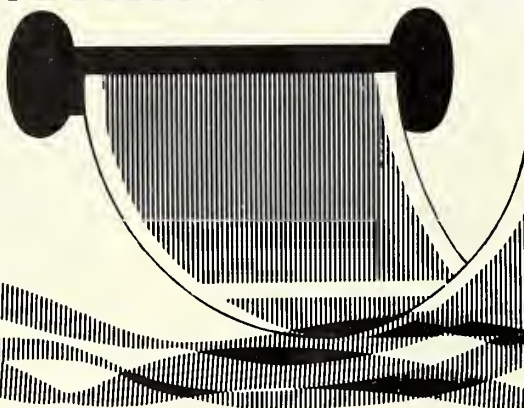
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## He Should Resign

IN the history of the Pharmaceutical Society it is not unknown for a member to have risen to a position of respect among his colleagues and then to have fallen from grace. We believe, however, that it is unprecedented for a sitting member of Council to be, as Mr. Jacob Levy has been (see p. 461), the subject of a Statutory Committee direction that his name should be removed from the Register.

Since action on that decision is subject to a delay of three months during which the member may appeal, we deem it proper to postpone comment upon the decision itself or the factors that influenced it.

But on a matter that arises directly from the three months' delay we feel free and indeed under a duty to make our views heard. We refer to Mr. Levy's Council membership and the possibility that he might return to the Council table before his name has been cleared.

Nothing in the Statutory Committee's finding, it is true, and nothing, it would seem, in the Society's by-laws, precludes him from taking his seat so long as his name remains on the Register. But that he should do so would create a situation of intolerable embarrassment for the Council itself and for the Society's members as a whole, and would have deplorable consequences upon the public esteem in which the profession (already vulnerable enough) is held. He should resign forthwith.

In our own view, in fact, he should never have stood. He knew at the time, as voters did not, that he was arraigned before the Statutory Committee. They would still have been free, of course, if they wished, to vote him to office even knowing that circumstance, but they certainly had the right to know before casting their votes. No doubt the situation was never contemplated when the by-laws were drawn up. Now that the worst is seen to have happened there is an evident need for a new by-law either debarring a member from standing for Council if he is the subject of an unresolved hearing before the Statutory Committee or requiring him to reveal that information in his election statement.

## Control of New Drugs in Ireland

PUBLICATION by the National Drugs Advisory Board of Ireland of its procedure for examining documentation of investigative work carried out on new or reformulated drugs intended for introduction into the country (see *C. & D.*, October 14, p. 348) marked an

important step in bringing the country into line with modern practice in controlling drug safety. The Board was set up in July 1966 by the then Minister for Health (Mr. D. O'Malley), who intended that he should be able to seek the advice of the Board on a wide variety of other matters concerning drugs.

In addition to controlling the introduction of new drugs, the Board has announced that it intends to set up an "early warning system" for adverse reactions to drugs" and in other ways to operate on similar lines to the Dunlop Committee on Safety of Drugs in Britain. It will, for example, operate on a voluntary basis as the Dunlop Committee has been doing hitherto.

The type of information required will cover the chemistry and pharmacy of drugs, their general method of manufacture, and the specifications used in manufacture. For drug presentations details of toxicity (acute and chronic), pharmacology and pharmacodynamics, and the results of clinical trials will also be required. The memoranda are not to be construed as rigid rules, but were designed to serve as general guide lines for the presentation of data. The Board hopes that particular problems will be dealt with by direct contact with its offices.

It is not intended to deal with preparations that have been reformulated in accordance with changes in British Pharmacopoeia or British Pharmaceutical Codex requirements. To keep to a minimum any interference with the arrangements of manufacturers who are currently preparing to introduce new products, there is provision for an interim period, during which special arrangements are being made, to obtain and deal with data as quickly as possible; the Board hopes that normal working will have commenced by December. It is to be noted that not only drugs of local manufacture, but also imported products come within the Board's scope.

## Progress on Pharmaceutical Lines

For pharmacists the fascination of the Macarthy's story, told in a special loose supplement in this issue, is surely that it is so essentially pharmaceutical. Decisive factor in the success of the first entry into wholesaling was the know-how applied by pharmacists in meeting the National Health Service needs of their general-practice colleagues. Expansion into manufacture was via galenicals, sterile products and artificial-kidney fluids—all to meet the demands of pharmacists in shops and hospitals. And when recently Savory & Moore, Ltd., was purchased it was a rescue operation to keep that famous company within pharmaceutical ownership. Diversification into other areas may come—it seems almost a law of survival in large industrial enterprises—but there are other pharmaceutical developments in prospect, we have no doubt, from directors who have shown themselves so progressive and so pharmaceutically minded.

We congratulate the group on its twenty-first birthday as a wholesaling organisation and on its achievement so far, and wish it continued growth and prosperity.

SEEING IS BELIEVING: Each patient is asked to bring his supply of medicines with him to each consultation . . . when he sees all the medicines together, the doctor is reminded of the complex regimen he sometimes asks a patient to undertake and can adjust his prescribing habits accordingly.—Letter from a doctor to the *British Medical Journal*.

# SPECIFICATIONS FOR THE QUALITY CONTROL OF PHARMACEUTICAL PREPARATIONS

*Second edition of the International Pharmacopoeia*

Reviewed by

J. W. HADGRAFT, F.P.S., F.R.I.C., (Group Chief Pharmacist, Royal Free Hospital, London, W.C.1)

THE increasing concern of pharmacopoeial authorities with the problems of quality control of drugs and pharmaceutical preparations is reflected in the change of title of the second edition of the International Pharmacopoeia. From being lists of recommended remedies, pharmacopoeias are now primarily directed to providing standards for drugs and formulations in common use. Like recent editions of the British Pharmacopoeia, this volume gives a brief indication of the actions and uses of the drugs included, and a separate table of the usual and maximal doses for adults is included in an appendix, but it is obviously concerned more with providing analytical standards than with therapeutic information. The provision of international drug standards is an obviously important step towards ensuring uniform quality-control provisions throughout the world and it follows the request of the eighteenth World Health Assembly to the World Health Organisation's director general "to pursue the establishment of internationally accepted principles and specifications for the control of the quality of pharmaceutical preparations."

The new edition has been prepared by a W.H.O. expert advisory panel on the International Pharmacopoeia and pharmaceutical preparations. It includes 550 monographs on drugs and pharmaceutical preparations, 162 of which were not contained in the first edition. One function of W.H.O. is to compile a list of international non-proprietary names (so far for over 2,000 pharmaceutical products) and these names are used in the present volume. Whilst differing slightly from the British names they are, for the most part, easily recognisable. For example, phenethicillin is included under its international name pheneticillin. Adrenaline is listed under its American name epinephrine, which has been adopted for international purposes. Adherence to Latin titles in an international publication, whilst theoretically desirable, appears in this case to contribute little to understanding when it consists simply of adding a Latin ending to the name of a drug that is already easily recognised by its English international name.

Notable amongst the new monographs are the recently introduced semi-synthetic penicillins: ampicillin, cloxacillin, methicillin, pheneticillin and propicillin. Nafcillin and oxacillin belong to the same group but are less commonly used in the United Kingdom. Radioactive pharmaceutical preparations of sodium chromate ( $\text{Cr}^{51}$ ), sodium iodide ( $\text{I}^{131}$ ) and sodium phosphate ( $\text{P}^{32}$ ) are included for the first time and other new monographs embrace the thiazide diuretics, antibiotics, antimitotics and steroids.

## *New Analytical Methods*

The rapid advances made in analysis are reflected by the appendices on new analytical methods used in the quality control of pharmaceutical preparations. There are sixty-nine appendices, among them sections on techniques for the determination of infra-red absorption spectra, chromatography (column, paper and thin-layer), polarography, radioactivity, non-aqueous titration and oxygen-flask combustion. Some of the newer techniques require the use of chemical reference substances, and W.H.O. provides a number of International Reference Substances. The aim is to obtain the collaboration of the national authorities concerned with the establishment of chemical reference substances so that uniformity, and ultimately identity, of chemical reference substances is achieved internationally. An interesting appendix has been added on the identification of a

wide range of pharmaceutical substances from tables of melting point, eutectic temperature and refractive index. Descriptions are given of both the micro melting-point apparatus and the hot-bar apparatus. The method could be of considerable interest in hospital pharmacy where identification of unknown drugs is not infrequently required.

In addition to specifications for drugs, standards are also provided for the two main dosage forms — injections and tablets (the latter included under their Latin name compressi). The standards for these preparations are similar to those already adopted by the B.P. and U.S.P. Other pharmaceutical preparations such as eye drops are not yet covered by an international standard.

The volume should serve a useful purpose in the international field and is an informative addition to the reference books available on quality control of pharmaceutical preparations. The naive reviewer may perhaps be forgiven if, having seen this publication, he ends with the question — why do we need a European Pharmacopoeia?

## ON THE SIDELINES

★ A WORLD HEALTH CALENDAR ★

In 1968 the World Health Organisation celebrates its twentieth anniversary and, in commemoration, the November edition of its bulletin, *Santé du Monde*, takes the form of a souvenir calendar. The calendar is illustrated by works of art, handsomely reproduced, from many famous European art galleries and museums. Each reproduction is aligned with an appropriate recent photograph in order to show the work of W.H.O. in the modern world. There is a reproduction, for example, of the painting of the interior of a pharmacy by Pietro Longhi that hangs in the *Galleria dell' Accademia* in Venice, showing the elaborate specie jars of the time. A photograph on the opposite page shows a modern Swiss pharmacy with its white-coated assistants, and on the shelves rows of carefully packaged medicines. The two pictures illustrate not only the advance in pharmacy but also the concern of W.H.O. in setting up biological standards in an International Pharmacopoeia. "The Visit of the Doctor," by Van Mieris, in the *Kunsthistorisches Museum* in Vienna, is aligned with a photograph from Moscow of the hand of a doctor taking the pulse of a patient, in order to emphasise the importance, which W.H.O. recognises, of the place of the general practitioner in medicine. The interest to the pharmacist of this publication is further shown by the painting by Adraen Brouwer in the *Stadelschus Künstinstitut*, Frankfurt, showing a man taking a dose of a medicine and obviously disliking it intensely. That has been placed side-by-side with a photograph taken in Bihar in India of an Indian boy taking prophylactic pills against some infectious disease. It is pointed out that in these days pharmacists have found means of making medicines far less disagreeable. The calendar illustrates many other aspects of the work of W.H.O. The treatment of goitre in Paraguay (appropriately illustrated by the famous Rubens painting in the National Gallery, "Woman in a Straw Hat," the subject of which also appears to suffer from goitre), is shown. So are a painting and photograph to illustrate the world shortage of doctors. To illustrate childbirth, Chagall's painting "Maternity" which hangs in the *Stedelijk Museum* in Amsterdam, is reproduced, while Jan Steen's picture from the Wallace Collection, London, of an alchemist stirring some concoction in an earthenware jar is set against a photograph of a modern research chemist in Hungary.

# Predicting Demands on the Chemical Industry

## NATIONAL GROWTH RATE FIGURES UNDER ATTACK

"THE chemical industry supplies directly or indirectly ingredients needed for all manufacture and for all services and must try to predict in sufficient time for the necessary investment in demands arising at home and abroad." So said SIR KEITH JOSEPH (Opposition spokesman on Trade), at the annual dinner of the Chemical Industries Association, Ltd., held in London, on November 9. Sir Keith then congratulated the industry on its success in that field. Each industry, of course, had to try to anticipate what demand would be. It was not the Government's job to try to foretell the demand of each industry except in so far as changes in demand affected the services which the Government had to provide. It was, however, the Government's job to secure competition, confidence and incentives, he added. Given those three factors, competition, confidence and incentives; managements and men would in their own interests, provide the consumer with a rising standard of living.

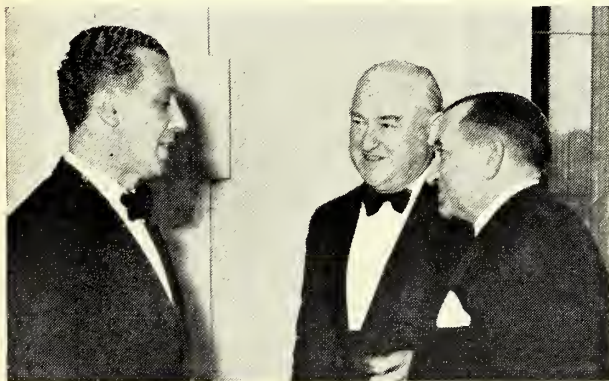
In a properly conducted and confident economy those constantly changing market conditions forced companies to pursue efficiency, economy, investment and a service to the consumer, whether to enable them to cope with expansion or, in a declining market, to ensure their own survival. But, concluded the speaker, "competition, confidence and



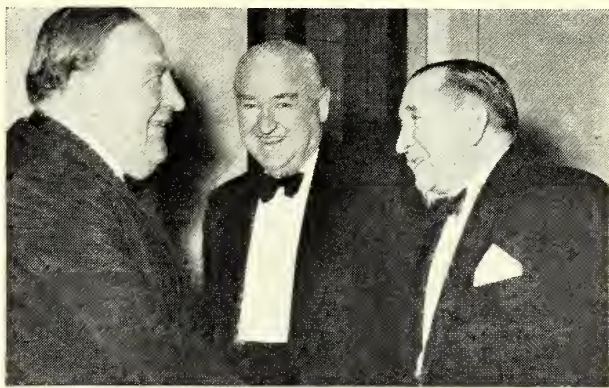
Mr. G. H. Beeby (chairman, Economic Development Committee for the Chemical Industry) (left) with Sir Owen Wansbrough-Jones (C.I.A. Council member), Mr. T. C. Fraser (industrial director, N.E.D.C.) and Sir Keith Joseph.

incentives must go together if the consumer is to get the rising standard of living which business can provide." Earlier, Sir Keith had criticised the em-

ployment of natural growth rate figures. "The magic growth figure," he said, "gives quite a false impression of a gentle, general slope upwards. But in



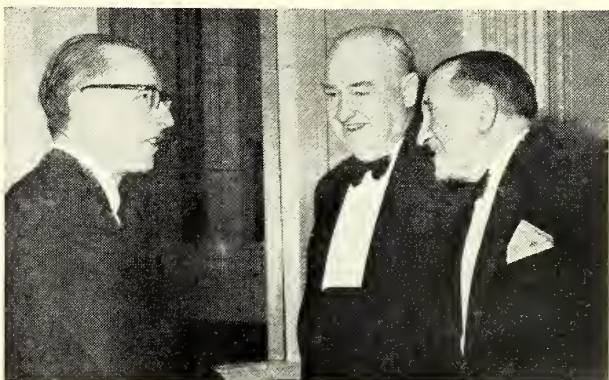
Sir Keith Joseph (principal guest) chatting with Sir Peter Allen (president C.I.A.) and Mr. F. L. Waring (vice-president, C.I.A.).



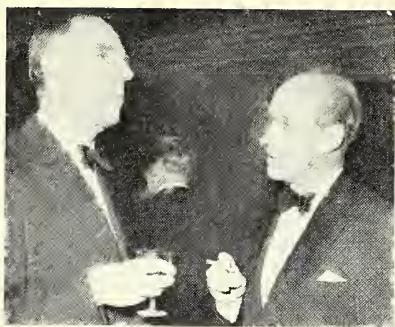
Lord Netherthorpe (C.I.A. council member) shaking hands with the Association's vice-president (Mr. F. L. Waring). Sir Peter Allen is in the centre.



Sir Peter Allen (left) with General Nigel Poett (director, British Productivity Council) and Mr. F. L. Waring.



Mr. A. G. Shaw (secretary, Association of the British Pharmaceutical Industry) (left) being greeted by the C.I.A. president and vice-president.



Mr. J. C. Hanbury (C.I.A. council member) (left) with Mr. E. B. Teesdale (director, Association of the British Pharmaceutical Industry).

fact one industry plunges in decline, while another soars in expansion. Even within the same field some firms grow, others dwindle. Individual products and services rise and fall in response to invitation and design, prices and earnings, fashion and imports, confidence and credit." A growth rate figure of say 1 per cent. or 3 per cent.

in a certain year would be no encouragement for a businessman to invest in expansion yet the national growth, whether disappointing or otherwise, was a "mere average of a chaotic variety of rises and falls."

Sir Keith was replying to the toast of the guests proposed by the Association's president (Sir Peter Allen).

SIR PETER ALLEN said that the year had seen rising sales but declining profits within the industry. Although international competition was outside the industry's control, much could be done to improve United Kingdom participation in overseas markets. There must be an end to stop-go in the country's economy. That would mean better planning and an increase in investments.

The chemical industry must become more efficient; it employed, for equivalent output, more than the North American chemical industry as the manpower survey carried out by the Economic Development Committee for Chemicals had shown (*C. & D.*, April 8, p. 322).



Mr. G. Brearley (a former director, A.B.C.M.) (left) and Sir Harry Jephcott.

#### Election of Officers

At the annual meeting of the association held on November 9, Mr. Francis L. Waring was elected president (see also page 466), in succession to Sir Peter Allen (chairman-elect Imperial Chemical Industries, Ltd.). Sir Peter Allen, as immediate past president remains an ex-officio member of the Council.

## Council's Views on Branch Resolutions

### INTERIM REPORT ON MAY DECISIONS

THE Council of the Pharmaceutical Society of Great Britain has issued a report giving the results so far of its consideration of the resolutions passed at the Branch Representatives' meeting in May. They are here summarised:

#### Acceptance of Amendments

THAT it is the opinion of this meeting that while the present system of accepting amendments at the Branch Representatives' meeting is welcomed in many respects, amendments which change the whole sense and purpose of the motion should not be accepted.

The procedure will be followed in future.

#### Nominations for Council

THAT it is the opinion of this meeting that candidates for the Council election should be nominated by not less than ten members.

Steps are being taken to amend the by-laws accordingly. It is hoped to have Privy Council approval in time for the 1968 election.

#### Presentation of Certificates

THAT it is the opinion of this meeting that newly qualified members of the Society should have their certificates of registration presented to them (when practicable), at branch or other convenient local level, rather than to receive them by post, thus enabling them to meet their local officers and fellow members in a friendly and welcoming atmosphere.

In recent years the Council have considered the possibility of formal presentation on several occasions. There is one major difficulty which prevents the implementation of the suggestions made. Students graduate in June or July, depending on the university attended, and immediately begin the period of one year's postgraduate practical training. Ultimately those students will apply for registration as pharmaceutical chemists in the follow-

ing July or August at a time when branch meetings do not occur. Those students who seek employment in general practice require their certificates of registration at the earliest possible moment. The Council accepts the intention of the resolution, which is that new members of the Society should be welcomed as such and also associated with the branch organisation as soon as possible. In future, a letter of welcome will be sent by the president to each new member of the Society and the attention of the member will be drawn to the activities of the local branch. A copy of that letter will be sent to the secretary of the Branch in which the member lives and it will be for the branches to take the initiative in contacting those new members and welcoming them at an appropriate meeting.

#### Therapeutics

THAT it is the opinion of this meeting that the pharmaceutical educational curriculum should include more instruction in clinical pharmacology.

The resolution will be referred to the next meeting of the heads of schools of pharmacy (normally in January) after which a further report will be given.

#### Students Undergoing Practical Training

THAT it is the opinion of this meeting that headquarters should notify branch secretaries of the names and addresses of all students undergoing practical training within their areas.

The Council proposes to implement this resolution immediately. If the student is not registered as a student of the Society, no additional branch grant can be paid.

#### Branch Capitation Fee

THAT it is the opinion of this meeting that the capitation fee still remains insufficient for some branches to provide a

reasonable programme of meetings and ancillary branch services. Further consideration should therefore be given to a supplementary grant where this is found to be justified.

The Council does keep under review the branch capitation fee and the annual statement of accounts submitted by the branches. The amount of the grant must be considered in the context of the Society's financial position. A further survey is in hand and the matter was discussed at the annual branch secretaries' meeting in October. A further statement will be made as soon as possible.

#### Hosts to the Conference

THAT it is the opinion of this meeting that the Society should encourage branches, or branches on a regional basis, to volunteer to act as hosts to the British Pharmaceutical Conference.

The Council will do everything to encourage branches to volunteer as hosts to the Conference. It is understood that at the present time the Conference Executive have in hand invitations for some years to come.

#### Disciplinary Powers

THAT it is the opinion of this meeting that the Council should investigate the extension of its disciplinary powers.

The Council welcome the resolution and the matter is being investigated. A further statement will be issued as soon as possible.

#### Metric Weights, Measures and Containers

THAT it is the opinion of this meeting that the Society should take the appropriate action to ensure that ample supplies of Government stamped metric weights and measures, of suitable design, and also metric sized containers are available before the introduction of the "all metric" British National Formulary 1968.

All reports seem to indicate that supplies of metric weights and measures

and metric containers will be available in sufficient quantities by the time of the introduction of the British National Formulary, 1968. At the moment the Society and the National Pharmaceutical Union are negotiating with the Board of Trade on an extended range of metric weights suitable for dispensing purposes. It is expected that agreement will be reached in the near future. If pharmacists in general practice then order their weights over a period of time leading up to the introduction of the British National Formulary, 1968, rather than in one batch, then it is thought no difficulty will be experienced.

### Common Market Articles

THAT it is the opinion of this meeting that, in view of the possibility of Great Britain's entry into the European Common Market, the Society's journal should publish informative articles comparing and contrasting the state of pharmacy in all member States, and explaining the possible effect which Great Britain's entry would have upon the practice of pharmacy in this country.

The resolution accords with Council policy.

### Food and Drugs Sampling

THAT it is the opinion of this meeting that immediate steps should be taken to ensure that a signed order presented by a Food and Drugs inspector for the purchase of Schedule IV poisons and Dangerous Drugs is on official paper and signed by a medical officer of health.

In December 1964, following representations by the Society, the Ministry issued a circular (No. 22/64) to Food and Drugs Authorities, explaining that pharmacists were reluctant to supply sampling officers with samples of drugs normally obtainable only on prescription. The circular went on to state:—

"Pharmacists are obliged to be cautious in dispensing of drugs that are not freely on sale. . . . It is suggested that the sampling officer should use a standard form of receipt (for the purchase of drugs) which can be identified with his Council (i.e. local authority council) and which could be completed with the name of the pharmacist, the name of the drug and the amount purchased, and the date of the purchase and the signature of the sampling officer."

The Council have suggested to the Ministry of Health that attention should again be drawn to this suggestion.

### Rules of Conduct

THAT it is the opinion of this meeting that the authority of the Council to make rules of conduct for the guidance of members and to use them in their discretion as a basis of complaint to the Statutory Committee is essential, if the status of pharmacy as a profession is to be maintained.

The Council have noted the resolution and it is hoped that a further statement will be made in the final report.

### Policy on Health Centres

THAT it is the opinion of this meeting that in view of the increase in the number of health centres expected in the next decade, the Council should expound

its policy concerning pharmaceutical services in health centres to provide a starting point for discussion among the Society's membership.

It was acknowledged at the Branch Representatives' meeting that an article on health centres had already appeared in the Society's journal and that health centres had been a major topic of discussion at the two regional conferences organised early in 1967. Since May there have been further developments and the Council have appointed a Committee on Planned Distribution to review the whole matter on a short or long term basis. The Council are giving the closest of attention to this matter which will clearly be of major importance in the years to come. A joint letter setting out the view of the Society and the Central N.H.S. (Chemist Contractors) Committee was sent in August to all branches and local authorities.

### Dispensing of Eye-drops

THAT it is the opinion of this meeting that eye-drops should be dispensed in containers not exceeding 10 mls.

A requirement to this effect will be included in the next British Pharmaceutical Codex.

### Contact Lens Solution

THAT it is the opinion of this meeting that there should be an official formula for contact lens solution.

Work is proceeding in the Department of Pharmaceutical Sciences on an appropriate formula.

### Supervision of Dispensing

THAT it is the opinion of this meeting that all dispensing under the National Health Service should be done under the supervision of a pharmacist and that it should all be subject to the same testing scheme.

The Council agree with the resolution.

### Finance for Post-graduate Courses

THAT it is the opinion of this meeting that the Society should be encouraged to press for post-graduate courses for pharmacists, with financial assistance from the Ministry of Health.

The resolution has been considered by the Committee for Education and Science and has been discussed with the pharmaceutical department of the Ministry of Health. It is hoped a fuller statement will be made in the final report.

### All Medicines from Pharmacists

THAT it is the opinion of this meeting that the Council should take every opportunity to bring home to the general public the desirability of obtaining all medicines from pharmacies.

The resolution is in accord with Council policy and every opportunity will be taken to publicise this, particularly in the discussions which are to take place on the White Paper.

### Misuse of Drugs

THAT it is the opinion of this meeting that the Society should publicly state its concern at the growing misuse of drugs and should take a lead in influencing the appropriate authorities to take more energetic action to combat this problem.

A statement issued by the Society received wide publicity. The Society takes every opportunity to reiterate its views.

### "Medicines—With Care" Campaign

THAT it is the opinion of this meeting that the "Medicines—with Care" campaign should be continued after 1967, but redesigned in the light of experience and comment.

The "Medicines—with Care" exhibition as such will be discontinued at the end of 1967. The campaign on the safety of medicines will be continued by means of follow-up posters, small exhibits, etc., throughout 1968.

## PHARMACISTS' RESPONSIBILITIES

### Mrs. Leigh addresses women pharmacists at Nottingham

THE responsibilities of pharmacists and of women pharmacists in particular were discussed by MRS. E. J. M. LEIGH (a member of the Pharmaceutical Society's Council) at an open meeting of Nottingham Branch of the National Association of Women Pharmacists recently. The first responsibility, she said, was to provide a full pharmaceutical service (which must adequately and justly be paid for). That did not mean only dispensing, or service only between the hours of 9 a.m. and 6 p.m. and on weekdays only. It meant provision for services in rural areas as well as towns and cities and involved careful planning. Coupled with that planned service was a moral responsibility not to waste the services of specialised and expensively trained young pharmacists. It was surely not economic to the country that such a person should be found selling articles that any bright young twenty-year-old could sell equally well. However, financial success was still a worthy aim in a free society. Responsibility and service should transcend turnover and profit, but that did not mean that turnover and profit need or would be diminished.

What was needed was co-operation between colleagues and a degree of self-discipline. Increasing public interest in medicines laid two responsibilities on pharmacists. First was to keep themselves informed about the composition and effects of new drugs. Secondly they must impose a barrier between the public and the medicines—for the public's own good. Baseline from which to start was that "the general public does not realise that we know about drugs!"

Mrs. Leigh said that women pharmacists, even those tied at home with small children, had a responsibility to take their place in the life of the community, joining lay organisations and using every opportunity to enhance the profession. Speaking of her own Council membership, Mrs. Leigh said it involved hard work, arduous travel, the sacrifice of free time, holidays and friends, complicated domestic and business arrangements and few, if any, thanks. Women had, however, something to contribute to Council. They must use every opportunity that presented itself to educate, help and advise the public.

## TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are augmented before wholesale dealers receive the goods into stock.

LONDON, NOVEMBER 15: Another quiet trading week was reported in the CRUDE DRUGS market. Over 5,000 dockers remained on unofficial strike during the week, which was the sixth week of the stoppage. However a trickle of those goods disembarked at Continental ports are now believed to be getting through. Price movements were not great. PERU BALSAM was sixpence per lb. dearer forward and three-pence dearer on the spot. MENTHOL (Chinese and Brazilian), was about one shilling per lb. higher for shipment but spot holders kept their prices unchanged. Seychelles CINNAMON BARK was lower by 2s. cwt. and Ceylon QUILLS by sixpence per lb., both in the c.i.f. position. Also lower for shipment was Costa Rican IPECACUANHA by 2s. per lb. while spot BELLADONNA and WITCH HAZEL LEAVES fell three-pence. American LOBELIA was marked down by one shilling per lb.

Among ESSENTIAL OILS the firmer tone displayed recently by BOIS DE ROSE continued with an advance of one shilling per lb. on spot and 1s. 6d., c.i.f. TANGERINE, new crop, was up by about 15s. per lb. compared with the old crop. Brazilian PEPPERMINT was three-pence per lb. dearer on spot but Chinese was unchanged. Also dearer were LEMONGRASS forward (by three-pence kilo) and CUMIN (by 10s. lb.) Lower per lb. was Chinese ANISE (down sixpence.)

### Pharmaceutical Chemicals

ACETIC ACID.—Per ton in bulk; B.P.C. glacial £80 to £84; 98-100 per cent., £76 to £80. Technical 80 per cent. grades; Pure £70 to £74; technical, £64 to £68. Small lots, B.P.C., 5-gall. demijohn 16s. per gall.; 10 demijohns, 11s. per gall.

BORIC ACID.—B.P. grade in 1-ton and upwards (per ton): Granular, £84; crystals, £97; powder, £90 10s.; extra-fine powder, £92 10s. per ton in lined hessian bags, carriage paid in Great Britain. Less £1 per ton if supplied in paper bags. Technical from £70 to £80 10s. per ton according to type and packing.

CITRIC ACID.—Domestic powder in bags, per cwt. 1-4 cwt. lots, 235s.; 5-19 cwt., 230s.; 1 ton, 221s. Crystals plus 10s. cwt. Anhydrous powder plus 10 per cent.

HYDROCHLORIC ACID.—B.P., from 28s. to 35s. per cwt. in carboys, ex works.

HYDROCYANIC ACID. — B.P. 1964, from 4s. 6d. to 5s. 5d. per kilo, as to quantity; Scheele's from 5s. 6d. to 6s. 3d.

LACTIC ACID.—B.P. is 5s. 5d. per lb. for 12-winchester lots and 4s. 4d. per lb. for 5-cwt. Edible, 80 per cent. acid, £317 per 1,000 kilos.

MANDELIC ACID.—1-cwt. lots, 12s. 6d. per lb. CALCIUM SALT, also 12s. 6d. SODIUM MANDELATE, 13s. and AMMONIUM MANDELATE 50 per cent. solution, 7s. 6d.

OLEIC ACID.—B.P. £188 10s. per ton.

PHOSPHORIC ACID. — B.P. (s.g. 1.750); 16-drum, 154s. per cwt.; 54-kilo lots in bottles, 5s. 5d.

PYROGALLIC ACID.—1-cwt. photographic crystals, 29s. 3d. per lb.

SODIUM BICARBONATE.—B.P. 1-cwt., bags £19 3s. per ton for 8-ton lots.

SODIUM BROMATE.—50-kilo lots, 12s. per kilo, 1,000 kilos, 9s. 6d. per kilo.

SODIUM CARBONATE. — (Per cwt.), B.P.C. exsiccated, 1-cwt., 90s.; 5-cwt., 85s.; 1-ton 80s.

SODIUM CHLORIDE. — Vacuum dried, 172s. 9d. per ton in paper sacks for 6-ton lots, delivered London.

SODIUM CYCLAMATE.—50-kilo lots offered at 9s. 2d. per kilo; 250 kilos, 9s. 1d.

SODIUM FLUORIDE.—B.P.C., 1934, 50-kilo kegs, 9s. 11d. per kilo.

SODIUM HYDROXIDE.—FLAKE, £36 15s. per ton in 8-ton lots, STICKS, B.P., 1958, 50-kilos 12s. 7d. per kilo in 5-kilo tins; PELLETS, 5s. kilo for 250-kilo lots.

SODIUM METABISULPHITE.—B.P. grade £48 per ton. Commercial grade less 10s. per ton.

SODIUM NITRITE.—B.P.C., 50-kilo kegs, 5s. 11d. per kilo.

SODIUM PERBORATE.—(Per ton.) TETRAHYDRATE (minimum 10 per cent. available oxygen), £142 5s. in 1-cwt. kegs; £134 15s. in 1-cwt bags; PERBORATE MONOHYDRATE (15 per cent. available oxygen) is £309 15s.

SODIUM PERCARBONATE. — (Per ton), £173 15s. in kegs (bags £7 10s. per ton lower) for minimum 12½ per cent. available oxygen.

SODIUM PHOSPHATE.—B.P. ACID crystals 6s. per kilo; POWDER, 7s. 11d.

SODIUM SULPHATE.—B.P. from £15 per ton as to crystal B.P. exsiccated about £66 per ton, ex works.

SODIUM SULPHITE.—4-ton lots; photo quality, £30 per ton in bags.

SODIUM THIOSULPHATE.—In 4-ton lots £36 per ton ex works.

TARTARIC ACID.—(In bags): 1-ton lots, 300s. per cwt.; 5-19 cwt., 308s.; 1 cwt., 310s. If supplied in drums add 8s. cwt.

THIOGLYCOLIC ACID.—Basic rates per lb. 97-98 per cent., 26-lb. packs, 15s.; 75 per cent., 11s. 6d. AMMONIUM THIOGLYCOLATE, 40 per cent., pH 9.3 (24-lb. packs), 6s. 8d.; MONOETHANOLAMINE THIOGLYCOLATE, pH 9.9 40 per cent., 9s. 10d. All carriage paid United Kingdom and subject to purchase tax.

### Crude Drugs

ALOES.—(Per cwt.). Cape primes, spot, 210s.; shipment, 195s.; c.i.f. and Curacao, 85s. spot; shipment, 370s., c.i.f.

BALSAMS.—(per lb.): CANADA: 33s. 6d. spot (31s., c.i.f.). COPAIBA: B.P.C. 10s. 6d. (9s. 6d., c.i.f.); PERU: 13s. (12s. 6d. c.i.f.); TOLU: B.P., 12s. 6d.

BELLADONNA.—LEAVES, 4s. 3d. per lb., spot; shipment, 3s. 9d., c.i.f. HERB, 2s. 9d. spot; ROOT, 1s. 10d. per lb., spot; shipment, 1s. 8d., c.i.f. nominal.

BUCHU.—LEAVES, 15s., lb., nominal.

CINNAMON.—BARK, Seychelles, 145s. cwt. (113s., c.i.f.); Ceylon QUILLS, shipment five 0's, 9s. 10d.; three 0's, 9s. 7d.; seconds, 6s. 9d.; quillings, 4s. 10½d., all c.i.f.

CHERRY BARK.—Thin natural, on spot, 2s. 3d. lb. (2s., c.i.f.).

GINGER.—(per cwt.), Nigerian split, 145s. peeled, 165s. (145s., c.i.f.); Jamaican No. 3, 280s.; Cochin, 200s. (new crop 170s., c.i.f.).

IPECACUANHA.—(Per lb.). Matto Grosso, 45s. (41s., c.i.f., nominal); Costa Rican, 52s. 6d. (46s., c.i.f.); Colombian, 43s. (41s., c.i.f.).

MACE.—No. 1 broken, afloat, 12s. 6d. lb., landed terms. New crop, 10s. 3d., c.i.f.

MENTHOL.—(Per lb.). Chinese, November-December shipment, 30s., c.i.f., spot, 31s., in bond. Brazilian for shipment, 26s. 9d., c.i.f.; spot, 27s., in bond.

MERCURY.—Spot, £180 per. flask of 76 lb., ex warehouse.

NUTMEGS.—(Per lb.). West Indian, defectives, 4s. (3s. 3d., c.i.f.); sound unsorted, 4s. 11d., c.i.f.; 80's, 6s., c.i.f.

PEPPER.—White Sarawak, spot, 2s. 11d. lb., shipment, 2s. 8½d., c.i.f.; Black Malabar. 287s. 6d. per cwt., c.i.f. Brazilian black No. 1, 2s. 7½d. lb., duty paid.

SARSAPARILLA.—Jamaican spot, 3s. 6d. per lb.; shipment 3s. 2d., c.i.f.

SEEDS. — (Per cwt.) ANISE. — Cyprian, 232s. 6d., c.i.f. CARAWAY.—Dutch, 160s., spot. CORIANDER.—Moroccan, 160s., duty paid; shipment, 97s. 6d., c.i.f. CUMIN.—Iranian, 215s., duty paid; Cyprian, 197s. 6d., c.i.f. DILL.—Indian, 125s., spot; shipment, 105s., c.i.f. FENNEL.—Chinese, 125s., duty paid (94s., c.i.f.). FENUGREEK.—Moroccan 82s. 6d., duty paid; shipment, 68s. 6d., c.i.f. MUSTARD.—English, 75s. to 95s.

TURMERIC.—Madras finger spot, 160s. per cwt.; shipment, 152s 6d.-157s. 6d., c.i.f.

VALERIAN ROOT.—Indian, 190s. cwt. (180s., c.i.f.); Continental, 425s. (410s., c.i.f.).

WITCH HAZEL LEAVES.—New crop, 5s. 3d. lb. (4s. 9d., c.i.f.).

### Essential and Expressed Oils

ALMOND.—Sweet, Spanish, 5s. to 5s. 4d. lb. as to quantity.

AMBER.—Rectified, spot, 1s. 6d. per lb.

ANISE.—Chinese, spot, 13s. lb.; November-December shipment, 11s., c.i.f.

BAY.—Spot, 43s. to 44s. per lb.

BIRCH TAR.—Rectified, 15s. lb. on the spot.

BOIS DE ROSE.—Brazilian, spot, 19s. 3d. per lb.; shipment, 18s., c.i.f.

BUCHU.—Spot, from 650s. per lb. for English distilled.

CITRONELLA.—Ceylon, spot, 4s. 6d. per lb.; shipment, 4s. 4d., c.i.f.; Formosan, 5s. in bond and 4s. 8½., c.i.f.; Chinese, 4s. 6d. in bond; 3s. 11d. (November-December), c.i.f.

CLOVE.—Madagascar leaf for shipment, 9s., c.i.f. spot, 9s. 4½d. in bond. Rectified, 10s. Distilled bud oil English, B.P., 26s. per lb., for 1-cwt. lots.

CUMIN.—English distilled oil, 135s. per lb. imported, from 100s.

DILL.—Imported from 36s. per lb., spot.

EUCALYPTUS.—Chinese, 80-85 per cent., 8s. 9d. per kilo in bond; shipment, 8s. 3d., c.i.f.

GRAPEFRUIT.—West Indian small lots on spot at 12s. 9d. per lb. Florida, 15s.

JUNIPER BERRY.—English distilled, 270s. lb.

LEMONGRASS.—Spot, 26s. 3d. per kilo; shipment 25s., c.i.f.

PATCHOULI.—Spot, 24s. to 26s. per lb., duty paid; shipment, 19s. to 21s., c.i.f.

PEPPERMINT.—(Per lb.). *Arvensis*: Chinese November-December shipment, 9s. 1½d., c.i.f., spot, 11s. Brazilian for shipment, 8s., c.i.f.; spot, 8s. 3d. American *Piperata* Far-west, 41s. 6d.; mid-west, 56s.

PETIGRAIN.—Paraguay for shipment, 15s., c.i.f.; spot, 15s. 6d. per lb.

SPEARMINT.—American oil on the spot, 70s. to 75s. per lb. Chinese, spot, 62s. 6d. per kilo; shipment, 55s., c.i.f.

TANGERINE.—Sicilian, 40s.-50s. lb.

### UNITED STATES REPORT

NEW YORK, NOVEMBER 14: Brazilian MENTHOL was raised 20 cents to \$4.80 per lb. Formosan CITRONELLA OIL rose to a range 75-81 cents from 70 cents lb. GRAPEFRUIT at \$3 lb. was up 25 cents while ROSEMARY fell from \$1.50 to \$1.40-1.45 a lb.

# No pension scheme?

*If you're self-employed, or you aren't covered  
by an employer's pension scheme, here's a new way to provide  
for a comfortable retirement*

## The Save and Prosper Personal Pension Plan

*offers you a pension with protection against inflation,  
and considerable tax advantages*

**1** Your contributions (less a small administrative charge) are used to credit your Plan with units of whichever Save and Prosper unit trust you choose. The income on these units is not liable to income tax or surtax and is re-invested in more units to help build up the pension.

**2** The pension is linked to the value of the units at the time of retirement and to their value during retirement. This gives double protection against the menace of inflation.

**3** Contributions qualify for allowance in full against income tax and surtax.

**4** The Plan can also provide security for your family.

**An example:** A man now aged 40 pays £120 a year into the Plan, either in monthly contributions or lump sums. He pays tax at 8s. 3d. in the £, so, because of the tax relief, the actual yearly cost is only £81.10s.0d.—it would be even less if he were a surtax payer. Then, assuming the units were to grow at an average rate, including re-invested gross income, of 7½% p.a., his starting pension, before tax, at age 65 would be £688 p.a., which would increase to £836 p.a. in five years.

Shouldn't you find out more?

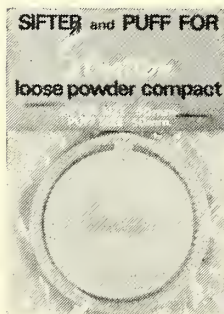
To: Save and Prosper Pensions Limited, 30 Cornhill, London, E.C.3 <i>I should like further details of The Personal Pension Plan.</i>		BLOCK CAPITALS
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ADDRESS _____		
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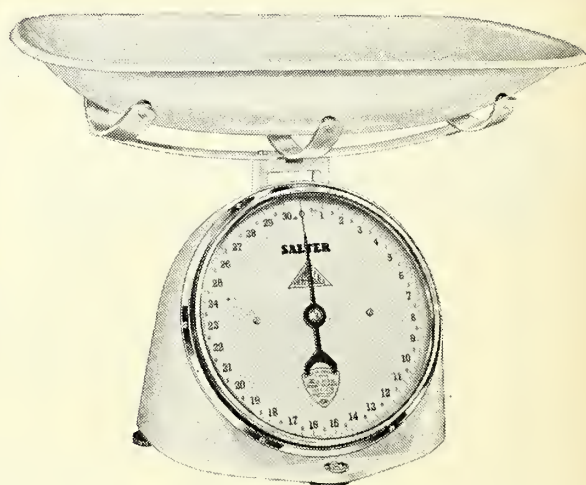
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PRODUCTS OF LAUGHTON & SONS LIMITED, BIRMINGHAM

## The new instant-reading baby weigher



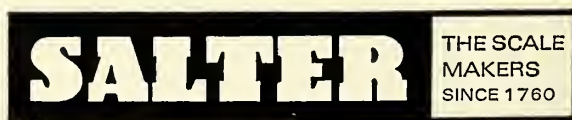
The new low-priced 40 ATB is ideal for use in chemists' shops where the ability to withstand hard wear with sustained accuracy is essential.

The clearly marked fine divisions of the dial, graduated 30 lb. x 1 oz., ensure highly accurate

records. In the interest of hygiene the pan is made of P.V.C. for easy cleaning.

### 40 ATB BABY BALANCE

THE WORLD'S BEST SCALE VALUE BY



Geo. Salter & Co. Ltd., West Bromwich

## TRADE MARKS

### APPLICATIONS ADVERTISED BEFORE REGISTRATION

"Trade Marks Journal,"  
November 1, No. 4653

For chemical preparations and substances, all containing chlorine for purifying and filtering the water in swimming pools (1)  
DURA-CLOR, 904,422, by Penguin Swimming Pools, Ltd., Ingatstone, Essex.

For chemical products used in photography, sensitised photographic and X-ray films, photographic paper, photographic plates (1)  
Device with word SVEMA, 908,452, by Vsesojuznoje Objedinenie Sojuzchimexport, Moscow G-200, U.S.S.R.

For perfumes, non-medicated toilet preparations and cosmetics (3)  
Device with words Von Lechner, 894,616, by Ivo Maria Lechner, Milan, Italy.

For cosmetics preparations in powder or solid form, all for brush application, but not including lipsticks (3)  
BRUSH ALIVE, B898,327, by Chesebrough-Pond's, Ltd., London, N.W.10.

For eye make-up preparations (3)  
EYELIGHTERS, B902,151, by Yardley & Co., Ltd., London, W.1.

For lipsticks and non-medicated toilet preparations for the lips (3)  
LIPLIGHTERS, 902,152, by Yardley & Co., Ltd., London, W.1.

For non-medicated toilet preparations and cosmetic preparations (3)  
LORELEI, 902,936, by Avon Cosmetics, Ltd., Northampton.

For cosmetic preparations (3)  
COSMETRICKS, B903,706, by Goya, Ltd., London, W.1.

For non-medicated toilet preparations and cosmetic preparations, all for use on the face (3)  
YARDLEY FACE KIT, 904,291, by Yardley & Co., Ltd., London, W.1.

For non-medicated toilet preparations and cosmetic preparations, all for use on the face (3)  
YARDLEY FACE KIT, 904,291, by Yardley & Co., Ltd., London, W.1.

For perfumes, toilet preparations (not medicated), cosmetic preparations, preparations for the hair, bath salts (not medicated) for toilet purposes, all for sale in the United Kingdom otherwise than for export but not excluding goods for export to the Irish Republic (3)  
Device, 905,808, by Reckitt & Sons, Ltd., Hull, Yorks.

For eau de Cologne and after-shave lotion (not medicated) (3)  
ARMADA, 905,816, by Tuvaché, Inc., New York, U.S.A.

For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachet for use in waving the hair, shampoos, soaps and essential oils (3)  
BORN FREE, 905,999, by T. F. Bristow & Co., Brentford, Middlesex.

For cosmetic preparations, non-medicated toilet preparations, perfumes, soaps, cleaning preparations and detergents (not for use in industrial or manufacturing processes), all for sale in the United Kingdom otherwise than for export but not excluding goods for export to the Irish Republic (3)  
HANZACLEAN, B906,885, HANZAFRESH, B906,888, by Reckitt & Sons, Ltd., Hull, Yorks.

For all goods (3) and (5)  
UNITED COUNTIES, 907,112-13, by United Counties Stores, Ltd., Harrow, Middlesex.

For perfumes; non-medicated toilet preparations; cosmetics; dentifrices; preparations for the care of the mouth (toilet articles, not medicated); and soaps (3)  
SAHARA, B908,200, by Colgate-Palmolive Co., New York, U.S.A.

For preparations for the hair (3)  
ELIDA SHINE, 908,390, by Unilever, Ltd., Port Sunlight, Ches.

For cosmetics and non-medicated toilet preparations (3)  
TARIMA, 908,895, TARIM, B908,896, by Biometica, Ltd., Boreham Woods, Herts.

For perfumes, eau de Cologne, cosmetic preparations, dentifrices, non-medicated toilet pre-

parations, toilet articles, soaps and essential oils (3)

ACCOMPLICE, 910,629, by The House of Romney, Sandwich, Kent.

For pharmaceutical preparations for the treatment of corns in human beings (5)

ELECTRO, 901,587, by John Joseph Power, Dublin.

For dermatological preparations for veterinary use (5)

SELEEN, 891,108, by Abbott Laboratories, North Chicago, Lake, Illinois, U.S.A.

For medicated salves for the lips and for chapped skin (5)

LIP-WICK, 902,810, by Richardson-Merrell, Inc., New York, U.S.A.

For pharmaceutical preparations and substances (5)

GANVINAL, 904,476, by U.S. Vitamin & Pharmaceutical Corporation, New York, U.S.A., RESPOIN, 908,692, by Hough

Hoseason & Co., Ltd., Levenshulme, Manchester, 19. CETAPHIL, 910,980, by Warner-Lambert Pharmaceutical Co., Morris Plains, New Jersey, U.S.A. PRACTICIL, 907,026, by Beecham Research Laboratories, Brentford, Middlesex.

For veterinary preparations and substances (5)

TRAMISOL, 905,498, by Janssen Pharmaceutica, N.V., Beerse, Belgium.

For medicated beverages; and beverages for infants and invalids and for dietetic purposes (5)

MORVITA, 906,005, by H. W. Carter & Co., Brentford, Middlesex.

For pharmaceutical substances, all containing cobalt (5)

KOBALT-FERRLECIT, 906,352, by A. Nattermann & Cie., G.m.b.H., Köln-Braunsfeld, 1, Germany.

For pharmaceutical, veterinary and sanitary substances; infants' and invalids' foods; disinfectants; preparations for killing weeds and destroying vermin (5)

Device, B906,830, by Boots Pure Drug Co., Ltd., Nottingham.

For medicated paper, surgical tissues, antiseptics and disinfectants, all for sale in the United Kingdom otherwise than for export but not excluding goods for export to the Irish Republic (5) and for toilet papers, paper tissues for toilet purposes, paper towels and paper handkerchiefs, all for sale in the United Kingdom otherwise than for export but not excluding goods for export to the Irish Republic (16)

HANZACLEAN, B906,886-87, by Reckitt & Sons, Ltd., Hull, Yorks.

For insecticides, fungicides, herbicides, weed-killing preparations and chemical preparations for desiccating or defoliating crop plants (5)

Device, 905,577, by Plant Protection, Ltd., London, S.W.1.

For pharmaceutical, veterinary and sanitary preparations and substances; medical and surgical plasters; material prepared for bandaging; disinfectants and antiseptics; and preparations for killing weeds and destroying vermin; all consisting of or containing amides (5)

BISOLVONAMID, 908,498, by C. H. Boehringer Sohn, Ingelheim-on-Rhine, Germany.

For pharmaceutical preparations and substances for human and veterinary use (5)

OTICORTENOL, 908,734, by CIBA, Ltd., Basle, Switzerland.

For disinfectants, antiseptics, germicides and sanitary preparations and substances (5)

SENTRY, 908,820, by Beecham Food & Drink Division, Brentford, Middlesex.

For pharmaceutical and veterinary preparations (5)

TENAZOL, 909,089, by Willows Francis, Ltd., London, E.8, and Epsom, Surrey.

For pharmaceutical, veterinary and sanitary preparations and substances; disinfectants; infants', invalids' and dietetic foods; preparations for killing weeds and destroying vermin (5)

CYTAZYTE, 909,294, by Glaxo Laboratories, Ltd., Greenford, Middlesex.

For pharmaceutical, veterinary and sanitary substances (5)

SEXOVID, 909,314, by A. B. Ferrosan, Malmö, Sweden.

For pharmaceutical products (5)

DYCLOPREX, 910,419, by Sandoz Products, Ltd., Horsforth, Leeds, Yorks.

For protective sheaths for thermometers (9)

Device with words SAN-I-TEMP, 903,061, by Axel Kistner A.B., Gothenberg, Sweden.

For optical apparatus and instruments and parts, etc. (9)

Device, 903,679, by Healey Developments, Ltd., London, E.C.2.

For photographic apparatus and instruments for use with 35 mm. photographic film (9)

FUJICA COMPACT 35, 906,726, by Fuji Shashin Film, K.K., Kanagawa Prefecture, Japan.

For instruments and apparatus for sanitary, surgical and medical purposes; finger stalls and gloves for medical purposes; and articles made of rubber or of plastics, for medical and surgical purposes (10)

Device, B885,996, by Pharma-Plast, A/S, Copenhagen, Denmark.

For electric blankets (10)

AMBROS, 909,496, by Ambrose Wilson, Ltd., London, S.W.1.

For intravenous administration apparatus and of rubber or of plastics, for medical and surgical purposes (10)

MEDICUT, 907,880, by Brunswick Corporation, Chicago, Illinois, 60602, U.S.A.

For combs, brushes, toilet articles, etc. (21)

DESFIN, 905,889, by Desfin, Ltd., London, W.1.

For waterproof baby pants (25)

Device with words BELINDA PRODUCTS WATERPROOF BABY PANTS, 886,442, by Indus Manufacturing Co., Ltd., Dublin, 1, Eire.

"Trade Marks Journal," November 8, No. 4654

For chemical products used in industry, science and photography, and for use in agriculture, horticulture and forestry; etc. (1)

Device with word TENNECO, 893,450, by Tenneco, Inc., Houston, Texas, U.S.A.

For chemical products for use in industry, science, photography; horticulture and agriculture (1)

PANAGRAN, 909,528, by The British Drug Houses, Ltd., London, N.1.

For chemical products for use in agriculture, horticulture and forestry; etc. (1) and for insecticides, fungicides, rodenticides, herbicides, weed killing preparations and preparations for destroying pests and vermin (5)

MURBENINE, 908,747-48, by Murphy Chemical Co., Ltd., Wheathampstead, nr. St. Albans, Herts.

For chemical products for use in agriculture, horticulture and forestry; etc. (1) and for veterinary substances; insecticides, larvicides, fungicides, pesticides; preparations for killing weeds and destroying vermin (5)

TURBAT, 908,759-60, by Shell International Petroleum Co., Ltd., London, S.E.1.

For non-medicated toilet preparations, dentifrices, preparations for cleaning artificial teeth and mouth washes (being toilet articles, non-medicated); all containing zirconium compounds (3)

ZIRCONAL, 894,688, by Colgate-Palmolive Co., New York, U.S.A.

For dentifrices; and mouth washes (being toilet articles, not medicated); all containing zirconium compounds (3)

ZIRCONOL, 894,689, by Colgate-Palmolive Co., New York, U.S.A.

For cosmetic preparations; bath salts (not medicated), chalk, paint paper, powdered paper, perfumed paper, rouge paper, depilatory preparations and perfumes, all for toilet purposes; tinctures, balsam, shaving preparations, and powder, all being non-medicated toilet preparations; cuticle removing preparations, dentifrices; preparations for dyeing, preserving, restoring, waving and setting the hair; moustache wax, nail polish and nail varnish; and toilet perfumes and non-cleaning toilet preparations, all impregnated into cloths or tissues (3)

SMOG, 897,649, by Vereinigte Papierwerke Schickedanz & Co., Nuremberg, Germany.

For perfumes, non-medicated toilet preparations, cosmetic preparations, ethereal essential oils and soaps (3)

BABORISAN, 899,123, by Dr. Babor & Co. K.G., Bad Aachen, 51, Germany.

For spray preparations for the hair (3)

CLIMATRESS, 900,560, by Redkin Laboratories, Inc., Van Nuys, California, U.S.A.

For preparations (non-medicated) for the hair (3)

MADISON SOFTLY SOFTLY, 901,168, by Charles Alexander & Co., Ltd., West Molesey, Surrey.

For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils (3)

YARDLEY BLOOM, 903,266, by Yardley & Co., Ltd., London, W.1. QUEEN OF HEARTS, 905,996, by T. F. Bristow & Co., Brentford, Middlesex. CRESSA, 906,827, by Thawpit, Ltd., London, N.W.10. TINY TEENS, B907,366, by Studio Girl-Hollywood, Ltd., Havant, Hants.

For perfumes, non-medicated toilet preparations, dentifrices, depilatory preparations, toilet articles, soaps and essential oils; but not including preparations for the hair (3)

WATER SILK, B903,316, by Yardley & Co., Ltd., London, W.1.

For preparations for the hair (3)

QUICKTON, B905,746, by D.H.L. Products, Ltd., Idle, Bradford, Yorks.

For bath salts and bath essences, none being medicated and all for toilet purposes (3)

CALM, CALMBATH, B906,819-20, by Beecham Toiletory Division, Brentford, Middlesex.

For non-medicated toilet preparations and detergents for domestic use (3)

NYAD, 908,445, by Southern Pharmacies (Surrey), Ltd., London, S.W.19.

For non-medicated toilet preparations, cosmetic preparations, preparations for the hair, soaps and dentifrices (3)

BRAGGI, 908,525, by Revlon, Inc., New York, U.S.A.

For perfumes, eau de Cologne, cosmetic preparations, dentifrices, non-medicated toilet preparations, toilet articles, soaps and essential oils (3)

ROMNAY MONOGRAM, B908,684, by Romney Cosmetics, Ltd., Sandwich, Kent.

For setting solutions and waving solutions, all being preparations for the hair (3)

SETSATION, 910,297, by Turner Hall Corporation, New York, U.S.A.

For perfumes, non-medicated toilet preparations, preparations for dressing and setting the hair, and soaps (3)

UNFAIR, 910,789, by Goya, Ltd., London, W.1.

For pharmaceutical preparations for the alleviation of bronchial and catarrhal conditions (5)

BRONCA-TAR, B888,651, by Seperic, S.A., Morat, Switzerland.

For pharmaceutical preparations (5)

CODOXIME, 889,683, by Mozes Juda Lewenstein, New York, U.S.A.

For dietetic foods; and infants' and invalids' foods, all for slimming; all in the form of biscuits, bread, cakes, pastry and flour confectionery (5)

TRIMMERS, B899,703, by Unicliffe Laboratories, Sandwich, Kent.

For medicinal and pharmaceutical preparations and substances for human and veterinary use; sanitary substances (5)

SALUKALET, 899,822, by Merck & Co., Inc., Rahway, New Jersey, U.S.A.

For pharmaceutical, veterinary and sanitary substances; infants' and invalids' foods; disinfectants (5)

NEOTULLE, 900,034, by Fisons Pharmaceuticals, Ltd., Loughborough, Leics.

For pharmaceutical preparations and substances (5)

LUCOTYL, 900,284, by H. Lundbeck & Co., A.S., Copenhagen, Denmark. REXTREN, 905,974, by Richardson-Merrell, Inc., New York, U.S.A. GLAUSTAT, 907,193, by Laboratoires Chibret, Clermont-Ferrand, France.

For fungicides (5)

VERTOMYC, 904,644, by Shirley Organics, Ltd., Rickmansworth, Herts. TERMIL, 905,082, by Diamond Alkali Co., Cleveland, 14, Ohio, U.S.A.

## PATENTS

### COMPLETE SPECIFICATIONS ACCEPTED From the "Official Journal (Patents)" October 18, 1967

Benzenesulphonyl-ureas and process for preparing them. Farbwerke Hoechst, A.G. 1,093,082.

Chemotherapeutic amides of N-substituted aminomethyl-nor-compheane. S.I.R. Laboratori Chimico-Biologici. 1,092,767.

Process for the production of 3,4-epoxytetramethylene sulphone. Chemische Werke Hüls, A.G. 1,093,086.

Cosmetic polyester preparation. Imperial Chemical Industries, Ltd. 1,093,108.

6-substituted penicillanyl alcohols. Bristol-Myers Co. 1,093,113.

Etherified p-hydroxyanilines. Wellcome Foundation, Ltd. 1,093,121.

Therapeutically active derivatives of 1,2-cyclopentanoperhydropyrananthrene. Novo Therapeutisk Laboratorium, A/S. 1,093,125.

Dibenzothiadiazepine 5,5-dioxide derivatives. Mead Johnson & Co. 1,093,186.

Dibenzothiadiazepine dioxide derivatives. Mead Johnson & Co. 1,093,187.

Regeneration of ion-exchange materials. Permutit Co., Ltd. 1,093,229.

Pharmaceutical compositions comprising isatin thiosemicarbazones. Wellcome Foundation, Ltd. 1,093,284.

Dosage unit forms for the administration of medicaments and diagnostic agents. Biorex Laboratories, Ltd. 1,093,286.

Pharmaceutical composition. Soc. Civile de Recherches Pharmaceutiques. 1,093,293.

2-carbamoylphenylbenzothiazoles. Twyford Laboratories, Ltd. 1,093,355.

Substituted 1,3,5-triazine compounds and pesticidal preparations containing them. CIBA, Ltd. 1,093,376.

Process for the production of N-acyl- $\alpha$ -amino acid amides and peptides. Farbenfabriken Bayer, A.G. 1,093,378.

Substituted 1,3,5-oxadiazin-4-ones and their use as herbicides. Rohm & Haas Co. 1,093,407.

Detergent tablet. Unilever, Ltd. 1,093,420.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from November 29, 1967.

### From the "Official Journal (Patents)" October 25, 1967

Optically sensitized photographic silver halide emulsions. Agfa, A.G. 1,093,444.

Method and apparatus for continuous freeze dryer. Pennsalt Chemicals Corporation. 1,093,449.

Recovery of 5'-guanylic acid. Merck & Co., Inc. 1,093,463.

Crystalline disodium 4,4'-bis(4-anilino-6-morpholino-s-triazin-2-ylamino)-2,2'-stilbene disulphonate. Sterling Drug, Inc. 1,093,507.

Pyridoxamine salts. Laboratoires La-Roche Navarron. 1,093,546.

Fungitoxic composition comprising alicyclic hydroxamic acids or salts thereof. Farbenfabriken Bayer, A.G. 1,093,548.

Pharmaceutical compositions containing dioxolanes. Upjohn Co. 1,093,583.

Tablet colouring composition. E. R. Squibb & Sons, Inc. 1,093,597.

Stop-baths for use in photographic development of silver salt emulsions. Eastman Kodak Co. 1,093,646.

Production of ethylene oxide. Badische Anilin- & Soda-Fabrik, A.G. 1,093,651.

Aerosol detergent compositions. Colgate-Palmolive Co. 1,093,694.

Detergent sticks. Colgate-Palmolive Co. 1,093,695.

Preparation of methyl-(bromomethyl)-chlorosilanes. Farbenfabriken Bayer, A.G. 1,093,699.

Fermentative production of tetracycline. I. Villax. 1,093,801.

Pyrazolosteroid compounds. Merck & Co., Inc. 1,093,894.

Ruminant nutrient compositions. Pfizer, Ltd. 1,093,907.

Derivatives of glycyrrhetic acid. Biorex Laboratories, Ltd. 1,093,908.

Process for the preparation of purified phosphoric acid. Produits Chimiques Pechiney-Saint-Gobain and U.C.B. (Union Chimique -Chimische Bedrijven), S.A. 1,093,926-27.

Mercury compound. Mundipharma, A.G. 1,093,971.

Freeze drying method and apparatus. Abbott Laboratories. 1,094,013.

Phthalazine derivatives. Vantorex, Ltd. 1,094,044-45.

Pharmaceutical compositions containing steroids. E. Merck, A.G. 1,094,136.

Production of acetic acid. Imperial Chemical Industries, Ltd. 1,094,197.

Process for the preparation of amino-acid active agents. L'Oreal. 1,094,205.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patents Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from December 6, 1967.

### From the "Official Journal (Patents)" November 1, 1967

Adhesive dressings, tapes and the like. Smith & Nephew, Ltd. 1,094,353.

Preparation of  $\Delta^{1,3,5(10)}$ -pregnatriene compounds. Syntex Corporation. 1,094,390.

Slimming aid compositions. Ashe Chemical, Ltd. 1,094,494.

2-hydroxyalkyl substituted copolymerization products, a method of preparing these products and the use thereof as a molecular sieving medium. Pharmacia, A.B. 1,094,497.

Kasugamycin and processes for the preparation thereof. Zaidan Hojin Biseibutsu Kagaku Kenkyukai. 1,094,566.

Plant disease protective and curative compositions. Zaidan Hojin Biseibutsu Kagaku Kenkyukai. 1,094,567.

Triazine compounds. Swiss Serum & Vaccine Institute & Institute for the Research of Infectious Diseases. 1,094,577.

Dispersing device for solid-form pharmaceutical preparations. G. D. Searle & Co. 1,094,594.

Herbicides. Badische Anilin- & Soda-Fabrik, A.G. 1,094,605.

Process for the production of microspheroidal silica. W. R. Grace & Co. 1,094,798.

Unsaturated steroid compounds. Roussel-Uclaf. 1,094,806-10.

Amidine derivatives, processes for their preparation, and compositions incorporating them. Wellcome Foundation, Ltd. 1,094,985.

(3,2-c) pyrazolo steroids. Merck & Co., Inc. 1,095,021.

Amino-steroids. Prime Minister of Israel, S. Saral, Y. Yanuka and Y. Shalon. 1,095,167.

Cultivation of a micro-organism and the removal, wholly or in part, of a straight chain hydrocarbon from a mixture in which it is contained. British Petroleum Co., Ltd. 1,095,182.

Phenylalanine derivatives. Merck & Co., Inc. 1,095,184-85.

Method of preparing a reverse osmosis membrane. Arthur D. Little Research Institute. 1,095,206.

Process for the simultaneous determination of glucose and fructose. C. F. Boehringer & Soehne, G.m.b.H. 1,095,210.

17 $\alpha$ -acyl-16 $\alpha$ -hydroxy-pregnene derivatives and process for preparing them. Farbwerke Hoechst, A.G. 1,095,224.

Alkyl esters of glutamic and aspartic acid, method for their preparation, and derivatives thereof. Merck & Co., Inc. 1,095,228.

Bis (6-acylamino-penicillanyl) disulphides and salts thereof. Bristol-Myers Co. 1,095,270.

Tris (hydroxymethyl) aminomethane: salts and pharmaceutical compositions containing them. Resex, S.A. 1,095,282.

Disinfectant compositions. Alan Glasby & Co., Ltd. 1,095,312.

Ampoules for surgical hypodermic syringes. A. Bane. 1,095,316.

Compositions for increasing the growth rate of animals. Yissum Research Development Co. 1,095,336.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patents Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from December 13, 1967.

## PRINT AND PUBLICITY

ON December 10 the Society of French Perfumers is advertising in a British national newspaper for the first time ever. A half-page advertisement in the *Sunday Times* will feature the products of the Society's sixteen members.

### PRESS ADVERTISING

CUTICURA LABORATORIES, LTD., Clivemont Road, Cordivallis Trading Estate, Maidenhead, Berks: Cuticura. In *Woman* and *Woman's Own*.

GORDON-MOORE, LTD., St. Swithin's, Norwich, NOR 17A: Gordon-Moore's cosmetic toothpaste. In *Woman*, *Woman's Own*, *Woman's Realm*, *Woman and Home*, *Vogue* and *She*.

J. L. PERL, LTD., 14 Westbourne Crescent, London, W.2: Original Finnish sauna soap. In *Observer* throughout December. Scherk face lotion. In *Sunday Times* throughout November and December.

PIFCO, LTD., Watling Street, Manchester, 4: Pifco baby's bottle warmer. In women's magazines.

### PUBLICATIONS

#### Price Lists

MAY & BAKER, LTD., Dagenham, Essex: Price list of medical products (1968).

#### Leaflets

DREAMLAND ELECTRICAL APPLIANCES, LTD., Shipyard Estate, Hythe, Southampton: "Sweet dreams start with a Dreamland electric blanket" (6-p. leaflet) and leaflet dispenser.

### Christmas Gift Promotions

DIPLEX, LTD., 173 The Parade, Watford, Herts. 2-col. leaflet on Diplex thermometers and humidity meters.

MYRAM PICKER, LTD., Hook Rise, Surbiton, Surrey. Gala gift book. 8-pp. in colour. Leaflet on Miner's eye paintbox and Carnaby Street cosmetics.

PRACTITIONERS IN MARKETING, LTD., 51 Princes Road, Weybridge, Surrey. Twelve-page booklet in colour on Syla "rigid and brilliant" decorated wares including tooth mugs, toothbrush holders, soap and boxes.

## COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of week of insertion.

### Monday, November 20

ENFIELD CHEMISTS' ASSOCIATION, Wheatsheaf hotel, Baker Street, Enfield, at 7.45 p.m. "The Work of Alcoholics Anonymous."

HARROW BRANCH, PHARMACEUTICAL SOCIETY, Victoria Hall, Sheepcote Road, Harrow, at 8 p.m. Discussion of Council proposals on forthcoming medicines legislation.

WEST SURREY, EPSOM AND SUTTON, REIGATE AND REDHILL BRANCHES, NATIONAL PHARMACEUTICAL UNION AND GUILDFORD BRANCH, PHARMACEUTICAL SOCIETY, Prince of Wales hotel, Woodbridge Road, Guildford, at 7.45 p.m. Mr. Griff. T. M. David (chairman, Central N.H.S. (Chemist Contractors) Committee) on "Current N.H.S. Matters."

### Tuesday, November 21

IPSWICH AND SUFFOLK BRANCH, PHARMACEUTICAL SOCIETY, Civic College, Rope Walk, Ipswich, at 7.30 p.m. Dr. I. Gibson (School of Biological Sciences, University of East Anglia) on "The Control of Human Heredity." (Lecture course).

LEEDS BRANCH, NATIONAL PHARMACEUTICAL UNION, Griffin hotel, Boar Lane, Leeds, at 8 p.m. Mr. J. Charlton (assistant secretary, Central N.H.S. (Chemist Contractors) Committee) on "N.H.S. — The Position Now."

NORTH STAFFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Medical institute, Hartshill, Stoke-on-Trent, at 8 p.m. Dr. C. Giles on "The Mechanism of Antibody Reactions with Particular Reference to Skin Disease."

ROYAL INSTITUTE OF CHEMISTRY, Chemistry department, The University, Nottingham, at 5 p.m. Dr. V. A. Petrow on "Fertility Control — the Current Picture."

SHEFFIELD BRANCH, PHARMACEUTICAL SOCIETY AND SHEFFIELD BRANCH, GUILD OF PUBLIC PHARMACISTS, Northern General Hospital, Herries Road, Sheffield, at 7 p.m. Dr. G. Owen (a consultant chemical pathologist) on "Automation in Laboratory Work."

THANET BRANCH, PHARMACEUTICAL SOCIETY, Holland House hotel, Edgar Road, Cliftonville, at 7.30 p.m. Film evening.

WEST MIDDLESEX BRANCH, PHARMACEUTICAL SOCIETY, Park hotel, Greenford Avenue, Hanwell, at 8 p.m. Professor A. H. Beckett (head of Chelsea School of Pharmacy) on "Pharmacy in Great Britain and America."

### Wednesday, November 22

AYRSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Western House hotel, Ayr, at 7.30 p.m. Dinner and dance.

BIRKENHEAD BRANCH, PHARMACEUTICAL SOCIETY, Nelson hotel, Grove Road, Wallasey, at 8 p.m. Photographic evening.

BOURNEMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Medical centre, Boscombe, at 1.20 p.m. Mr. T. Rowntree on "Diverticulitis." At Cornelia nurses' hostel, Poole, Mr. R. H. Stern on "Pregnandiol Excretion."

EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY AND WEST HAM ASSOCIATION OF PHARMACISTS AND FOREST GROUP MEDICAL SOCIETY, Medical education centre, Whipp's Cross Hospital, London, E.11, at 8 p.m. Sir Derrick Dunlop on "The Dunlop Committee."

GLASGOW AND WEST OF SCOTLAND BRANCH, PHARMACEUTICAL SOCIETY, Royal Infirmary, Glasgow, at 7.30 p.m. Dr. G. B. Shaw (Southern General Hospital) on "Cardiology and Hypertension." (Lecture course.)

GREAT YARMOUTH AND LOWESTOFT BRANCH, PHARMACEUTICAL SOCIETY, Shadingfield hotel, Marine Parade, Great Yarmouth, at 7 p.m. Annual dinner and dance.

PORTSMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Rock Garden pavilion, Southsea, at 7 p.m. Annual dinner and dance.

PRESTON BRANCH, PHARMACEUTICAL SOCIETY, Conservative club, Guildhall Street, Preston, at 7.45 p.m. Mr. C. C. Stevens (Imperial Chemical Industries, Ltd. (Pharmaceuticals Division)) on "Recent Advances in Forensic Pharmacy."

RHYL BRANCH, PHARMACEUTICAL SOCIETY, Post-graduate medical centre, Royal Alexandra Hospital, Rhyl, at 8 p.m. Film evening.

WARRINGTON BRANCH, PHARMACEUTICAL SOCIETY, Feathers hotel, Bridge Street, Warrington, at 8 p.m. Dr. F. Fish (senior lecturer in forensic science, university of Strathclyde) on "Science in Crime Detection."

YORKSHIRE BRANCH, GUILD OF PUBLIC PHARMACISTS, St. James' Hospital, Leeds, at 6.45 p.m. Dr. J. R. Nuttall on "The Chemotherapy of Malignant Diseases."

### Thursday, November 23

BRADFORD BRANCH, PHARMACEUTICAL SOCIETY, Midland hotel, Bradford, at 7.45 p.m. Professor J. M. Rowson (head of Bradford School of Pharmacy) on "Nigeria Revisited."

COVENTRY AND WARWICKSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Chesford Grange, Kenilworth, at 7.30 p.m. Dinner and dance.

EAST KENT BRANCH, NATIONAL PHARMACEUTICAL UNION, County hotel, Canterbury, at 8 p.m. Mr. J. Charlton (assistant secretary, Central N.H.S. (Chemist Contractors) Committee) on "The Latest Developments in N.H.S. Negotiations."

FEDERATION OF SOUTH EASTERN PHARMACISTS, White Hart hotel, High Street, Lewes, at 8.15 p.m. Mr. J. Wright (secretary, National

Pharmaceutical Union and Central N.H.S. (Chemist Contractors) Committee) on "N.H.S. and N.P.U. Affairs."

LANCASTER, MORECAMBE AND WESTMORLAND BRANCH, PHARMACEUTICAL SOCIETY. Meeting cancelled.

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN, Café Royal, Regent Street, London, W.1, at 10 a.m. Branch Representatives' meeting on White Paper on forthcoming medicines legislation.

PLYMOUTH BRANCH, PHARMACEUTICAL SOCIETY AND PLYMOUTH DIVISION, BRITISH MEDICAL ASSOCIATION, North Friary medical centre, Woodside, Greenbank, Plymouth, at 7.30 p.m. Dr. F. Camps (a Home Office pathologist) on "Poisoning: Accident, Suicide or Murder?"

ROYAL INSTITUTE OF CHEMISTRY, Chemistry department, The University, Sheffield, at 4.30 p.m. Dr. R. Wade on "Chemotherapy of Cancer."

SALISBURY BRANCH, NATIONAL PHARMACEUTICAL UNION, Old House restaurant, 47 New Street, Salisbury, at 7.45 p.m. Annual meeting.

WEMBLEY BRANCH, PHARMACEUTICAL SOCIETY, Sudbury Arms hotel, Sudbury Heights Avenue, Greenford, Middlesex, at 8 p.m. Mr. N. Herdman on "Pleasure, Profit and Prestige in Pharmacy."

WESTERN PHARMACISTS' ASSOCIATION, Eccleston hotel, Gillingham Street, London, S.W.1. at 7.30 p.m. Social evening.

### Friday, November 24

EXETER BRANCH, PHARMACEUTICAL SOCIETY, Exeter golf and social club, Countess Wear, Exeter, at 7.30 p.m. Cheese and wine party.

### Sunday, November 26

SCOTTISH DEPARTMENT, PHARMACEUTICAL SOCIETY OF GREAT BRITAIN, Room 449, University of Strathclyde, Glasgow, at 2.30 p.m. Mr. J. B. Grosset (a member of Council) on "The White Paper on Proposed Medicines Legislation."

### Advance Information

AUTOMATIC LABORATORY TECHNIQUES EXHIBITION, Royal Horticultural Society's new hall, London, S.W.1. February 13-15, 1968.

INTERNATIONAL MECHANICAL HANDLING EXHIBITION, Earls Court, London, S.W.5. May 14-24, 1968.

MICROBIOLOGY GROUP, SOCIETY OF CHEMICAL INDUSTRY, Engineering lecture theatre, University College, Gower Street, London, W.C.1. at 2.30 p.m. on January 2, 1968. Meeting on maintenance of pure culture conditions in industrial fermentations. Details from the Assistant Secretary, Society of Chemical Industry, 14 Belgrave Square, London, S.W.1.

### Courses and Conferences

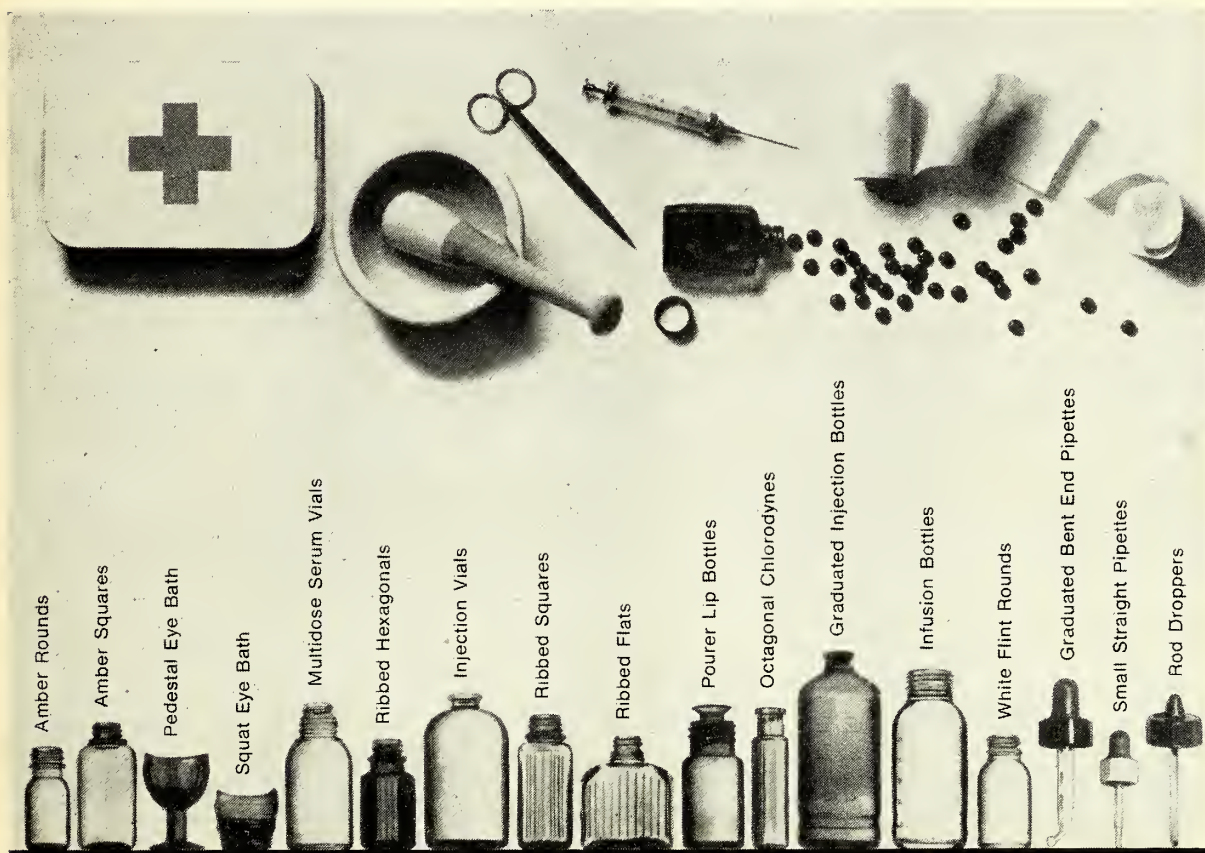
INSTITUTE OF CHEMICAL ENGINEERS AND VERFAHRENTS-GESELLSCHAFT IM VEREIN DEUTSCHER INGENIEURE, Brighton, Sussex, April 24-26, 1968. Joint meeting on the engineering of gas/solid reactions. Details may be obtained from the Institute, 16 Belgrave Square, London, S.W.1.

SOUTHAMPTON COLLEGE OF TECHNOLOGY. Block-release course for pharmacy technicians, April 8-11 and 16-20, 1968 (covering pharmacy syllabus of Society of Apothecaries and other topics) and September 2-6 and 9-13, 1968 (materia medica and pharmacology). Fee: £1 17s. 6d. (under 19 years), £4 2s. 6d. (over 19 years).

## WORLD TRADE

**Japanese Pharmaceutical Import Quotas.**—The Japanese Ministry of Internal Trade and Industry announced today that applications would be accepted on November 13 and January 25, 1968, for quotas for importing drugs and medicines worth \$ (U.S.) 1,971,000. The imports will be made on a global basis, excluding France and Italy.

Period—Nov 26 to Dec 2				London	Midland	North	Scotland	Wales & West	South	North-East	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.
Alka-Seltzer ... ..	...	...	...	2/60	1/30	—	2/60	—	3/90	2/60	2/60	2/60	—	1/30	—	2/60	5/150
Anadin... ..	...	...	...	2/60	4/120	3/90	3/77	4/74	4/74	2/60	3/90	2/60	3/90	2/60	1/30	—	2/60
Askit powders ... ..	...	...	...	—	—	—	7/81	—	—	—	—	—	—	4/44	3/45	—	—
Bathjoys ... ..	...	...	...	3/90	—	—	—	—	—	—	—	—	—	—	—	—	—
Bisodol ... ..	...	...	...	—	4/28	—	—	—	—	—	—	—	—	—	—	—	—
Corvette preparations ... ..	...	...	...	2/60	2/60	2/60	2/60	2/60	3/90	2/60	4/120	4/120	3/90	2/60	2/60	—	3/90
Disprin ... ..	...	...	...	3/60	—	1/15	1/15	1/30	2/45	1/15	2/45	1/30	1/30	2/45	1/15	—	1/30
Farley's rusks ... ..	...	...	...	6/88	5/104	—	5/81	—	5/58	—	—	5/58	—	—	—	—	—
Horlicks ... ..	...	...	...	2/60	3/90	4/120	3/120	2/70	4/120	2/70	3/90	3/90	3/90	2/60	4/140	—	4/120
Liquifruta ... ..	...	...	...	2/30	—	2/30	—	—	—	—	—	—	—	—	—	—	—
Milk of Magnesia tablets ... ..	...	...	...	3/45	—	2/30	3/45	3/45	3/45	3/45	2/30	2/30	3/45	3/45	2/30	2/30	3/45
Nulun ... ..	...	...	...	1/30	—	2/60	1/30	—	2/60	1/30	—	—	1/30	1/30	2/60	—	—
Remington Selectric 300 ... ..	...	...	...	3/75	3/75	3/75	3/75	3/75	3/75	3/75	3/75	3/75	3/75	3/75	3/75	—	3/75
Respite... ..	...	...	...	—	—	4/120	—	—	—	—	—	—	—	—	—	—	—
Ronson Escort hairdryer ... ..	...	...	...	2/90	3/135	1/45	3/135	1/45	—	1/45	1/45	—	2/90	1/45	2/90	—	—
Rio hairdryer ... ..	...	...	...	2/60	1/30	1/30	3/90	2/60	1/30	3/90	—	1/30	2/60	2/60	2/60	—	—
shaver ... ..	...	...	...	6/180	2/60	4/120	4/120	2/60	2/60	1/30	4/120	1/30	3/90	3/90	3/90	—	—
Sparklets syphons ... ..	...	...	...	3/90	3/90	3/90	3/90	3/90	3/90	3/90	3/90	3/90	3/90	3/90	3/90	—	3/90
Steradent ... ..	...	...	...	1/30	—	1/30	2/60	2/60	1/30	2/60	1/30	—	—	1/30	2/60	—	2/60
Wonder Set ... ..	...	...	...	1/15	—	1/15	2/30	2/30	2/30	—	3/45	2/30	2/30	2/30	2/30	—	1/15
Wright's coal tar soap ... ..	...	...	...	—	—	—	1/15	—	—	—	—	—	—	—	1/15	—	—



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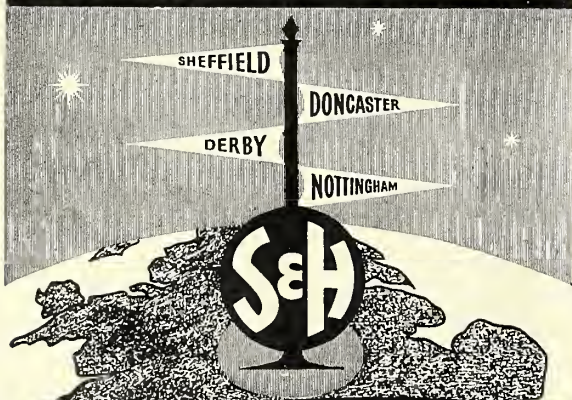
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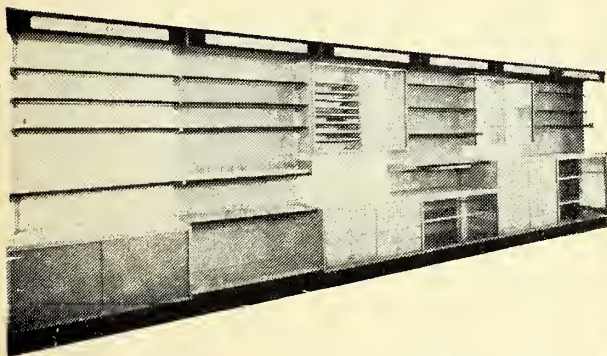
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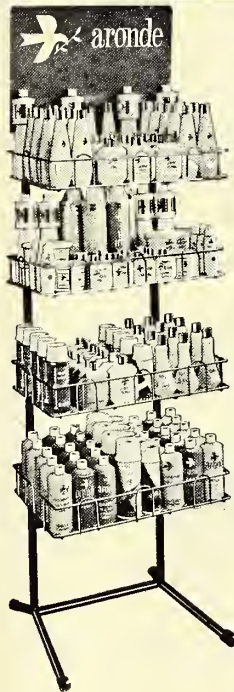
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### **GLENSIDE HOSPITAL** Stapleton, Bristol

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Applications stating age, experience and naming two referees to Chief Pharmacist. C 822

### **HAMMERSMITH HOSPITAL AND THE ROYAL POSTGRADUATE MEDICAL SCHOOL**

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ALWAYS	Perfumes, toilet preparations, cosmetics, preparations for the hair, and soaps.	
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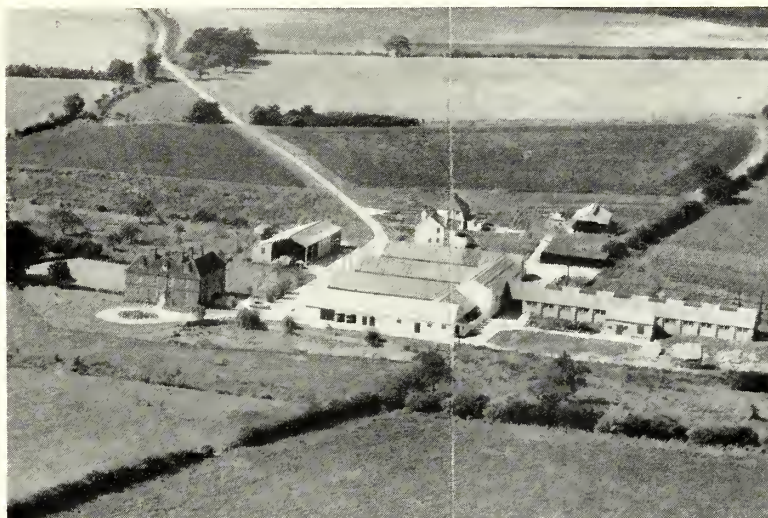
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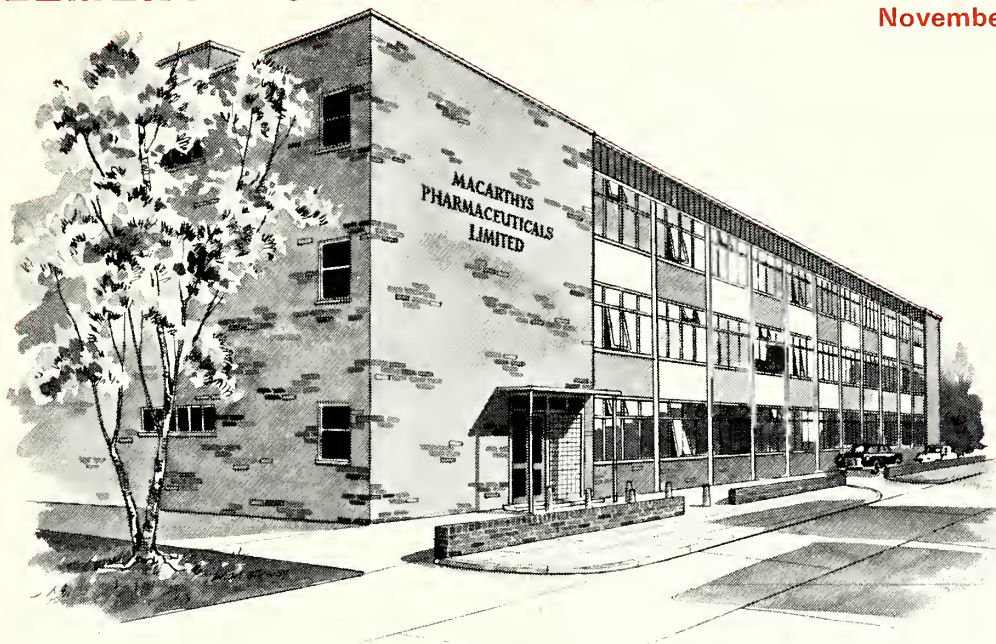
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## Post-war enterprise comes of age . . .

THIS year an experiment comes of age. From very modest beginnings over the shop in the Market Place, Macarthy's have built up a complex of companies based originally upon wholesaling of "ethicals." It is just twenty-one years since the first Bedford van bearing the company name commenced its journeys from outside the shop that had been Macarthy's since 1787. The premises themselves are much older, possibly in excess of 400 years, but there can scarcely have been a more important milestone in the company history than was marked by the decision to expand the wholesaling activity.

During these twenty-one years the whole pharmaceutical scene has undergone radical changes parallel with the therapeutic revolution of the same period. New and potent medicines in a wide variety of presentations precipitated a new era of wholesaling, in which "ethical" pharmaceuticals had not only to be stocked but understood. The pharmacists in retail and hospital practice leaned more heavily on those wholesalers from whom they obtained information as well as prompt delivery and, as a result, encouraged the growth of the streamlined service which exists today.

### A New Race of Wholesale Pharmacists

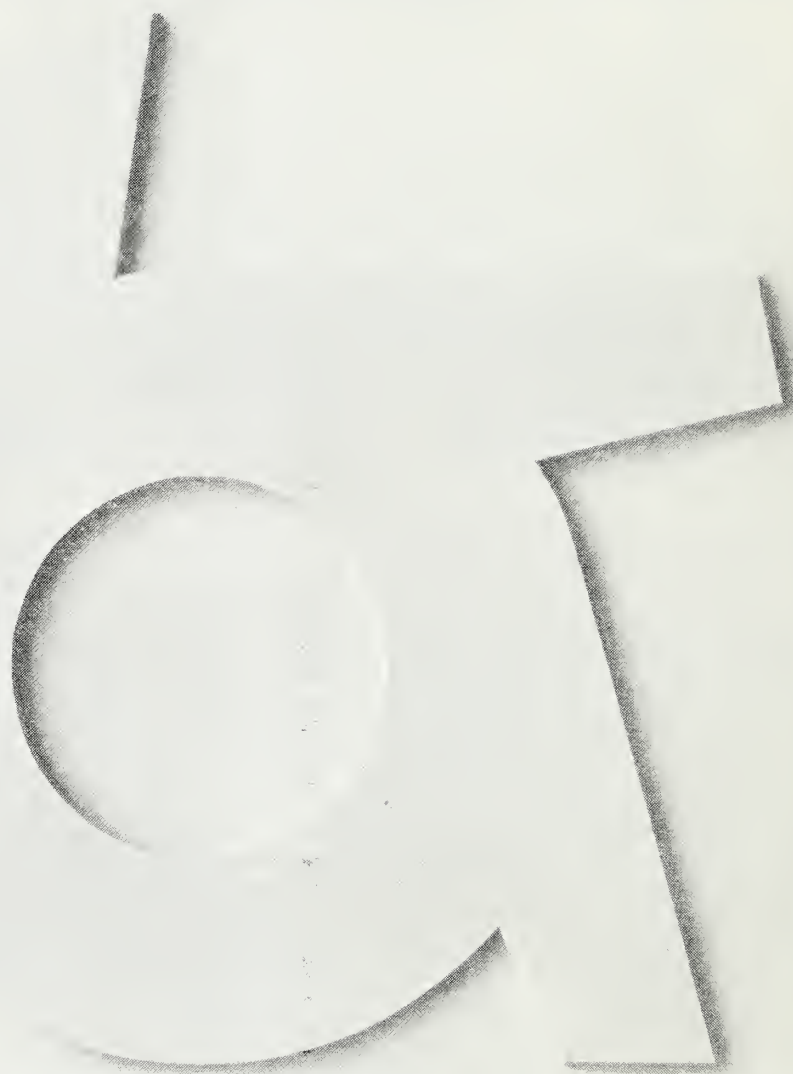
There has emerged a new race of wholesale pharmacists, keen professional men and women with a flair for commercial administration, pharmacists whose daily implements are more likely to include a computer or an electronic counter than a pestle and mortar and a pill tile. Technology has provided them with the tools of greater efficiency in the distributive side of the pharmaceutical industry yet the place of the pharmacist was never more important than today. Even with all the machine aids at his disposal he is frequently thrown back on his judgment and experience of pharmacological data or of ethics. Often he is asked for advice on toxicology or drug identification. This, then, is something of the picture of Macarthy's today, a company with many pharmacists employed in very different capacities each possessing special technological skills

in one or other of the departments which make up the "modern wholesaler."

It is paradoxically true that, whilst the wholesaling of ethicals some few years ago tended to make distribution of standard drugs and chemicals uneconomic, it is increasingly the case today that galenicals and similar products are available only through these very channels. So, in the latter part of the past two decades, one of the more striking things about Macarthy's is the shift of emphasis to manufacturing and packaging of B.P. and B.P.C. items and "own brand" products. This is further reflected in the development within the group of a surgical division whose products include many that have been specially designed and bear the Macrom brand.

### A Year Marked Out With Distinction

The year 1967 will certainly be regarded by future historians as another of those memorable periods in the development of the company. So much has taken place that will mark out this year with distinction as one in which the expansion of the company and diversification of its interest reached new peaks. During the summer we have witnessed the opening of the Birmingham depot at Great Barr, the setting up of a new company—Galen House Press, Ltd.—to handle printing for the group, and of course, the merger of the interests of the Savory & Moore group into Macarthy's Pharmaceuticals, Ltd. The expansion of business in the individual depôts continues at such a pace that from time to time these have required new and enlarged premises from which to carry out their activities. As the year comes to its close, the wholesale depot in Romford is moving into a new building in South Street. The official opening on November 30, by Mr. A. Aldington, F.P.S. (president of the Pharmaceutical Society of Great Britain) also opens up a new chapter in the story of Macarthy's, a post-war experiment in wholesaling that set new standards of service. This supplement tells something of that story and of the aims and ambitions of the group.



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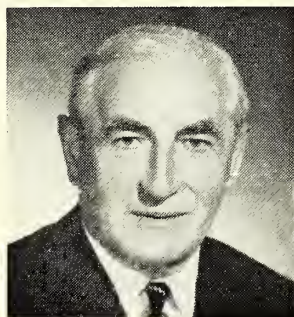
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## Macarthy's Looks Ahead

By SIR HUGH  
Linstead,  
O.B.E., LL.D., F.P.S.  
(Chairman, Macarthy's  
Pharmaceuticals, Ltd.)



THE supply of medicines is unlike the supply of most other materials in two respects—the great variety of substances to be handled by the supplier and the urgency with which they are needed. It is almost impossible for a pharmacy of average size to carry a complete stock of all that may be required, and each year both the variety and the cost mount and the problem becomes more acute. The solution is to be found in a highly organised and efficient distribution service, such that the wholesaler becomes the store-keeper for the chemist's shop. It is in organising such a service that Macarthy's have made their name, and their recent amalgamation with Savory & Moore will offer opportunities for extending their service through additional depôts.

Macarthy's began in 1787 as a chemist's shop. To its two remaining pharmacies there is now added Savory & Moore's own substantial group, and a new problem in organisation has been presented to the Macarthy's

board. They have met it along the only lines compatible with their responsibilities to their own customers. The whole of the retail interests have been hived off into a unit that will work virtually independently of the manufacturing and wholesale activities with freedom to determine its own operating policies, a process already in train along lines outlined elsewhere in this supplement.

Macarthy's success has been due to several factors—good physical planning of depôts, van routes skilfully plotted, a carefully devised system of stock-keeping and above all an intelligent and co-operative staff, within which, for example, the efficiency of the order-takers and of the van drivers is recognised by every customer. And all this is not simply a puff. It is demonstrated by a turnover which has increased by something in the neighbourhood of a million pounds each year.

Past success and future progress are also linked with the fact that Macarthy's is first and foremost a pharmaceutical house. Pharmacists have a predominant voice in policy-making and in execution, and the company can claim that its field is the supply and manufacture of pharmaceutical products to pharmacists by pharmacists for pharmacists. Joined now with Savory & Moore its potential is much increased, and its spare manufacturing capacity will be taken up quickly in meeting new demands created by the amalgamation, while its range of sundries will be extended by taking advantage of the experience of Dorlings, its own subsidiary, and of Sam Moore.

Nineteen sixty seven will prove to have been a key year in the story of Macarthy's. In the pharmaceutical world nothing is ever set fair, but the Macarthy Group is now poised to reap the rewards of the hard work and imagination of which the union with Savory & Moore is the symbol.

*Hugh Linstead.*

# The South Street Depot

FOR the past seven years, Macarthy's customers in Essex and the North-eastern quadrant of Greater London have been served from premises in North Street, Romford. Chesham House, the company's head office, overlooked the distribution depot physically as well as administratively, a proximity which is not surprising when one remembers that Romford was the birth-place of Macarthy's. However, the growth of business in the area, combined with the company's expansion on a national level and a resultant demand for more head-office space, has necessitated the rehousing of the Romford depot. The completion of the new distribution centre in South Street is therefore an event of some importance to both staff and customers of the company, and it may be of some interest to record that the whole stock and fixtures were moved by the staff themselves in the space of a single week-end without interruption to the service given to customers.

The new premises are built on a prominent two-thirds-of-an-acre site at the junction of Lyon Road and South Street, Romford. Since the new depot is only one mile distant from the old, customers will not experience any noticeable alterations in order or de-

livery time. For the same reason there are no changes in staff, which means that all the old "know-how" is available in the new surroundings.

The company has considerable experience in opening new depôts, as well as clearly defined ideas on what type of building is needed to suit their methods of pharmaceutical wholesaling. In this respect the builders, Ronald Lyons Construction Co., and the architect, Mr. Brookhouse, have certainly "delivered the goods" at South Street.

## Area and Amenities

The premises consist of a two-floored office block, with a long single-story warehouse at the rear. Office and warehouse accommodation occupies a total of around 17,000 sq ft., with a spacious parking area for staff and visitors' cars, provided along one side of the building, whilst a similar area on the opposite side is reserved for the company's vehicles. Grass verges at the front and South Street side of the depot create a pleasant external appearance to the entire site, which is surrounded by chain link fencing.

Entering the lower floor of the office block through a spacious reception area, a waiting room, a well fitted staff canteen, and cloakrooms open off and

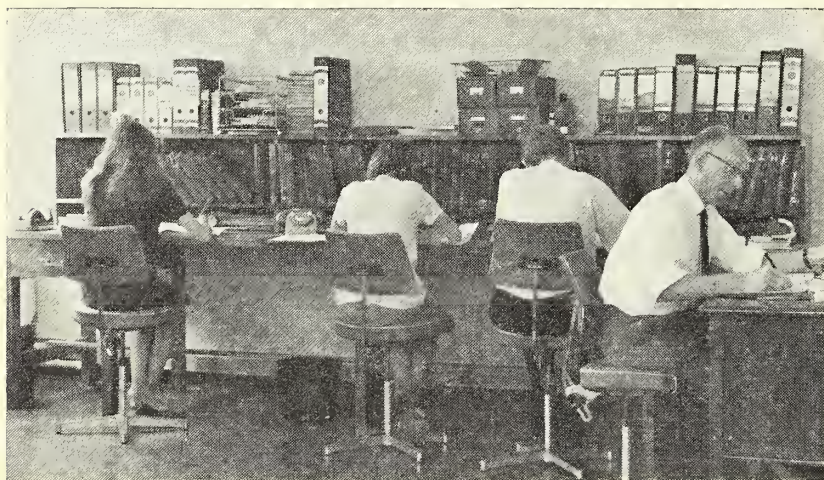


All invoices are added and dispatched with goods

a staircase leads upward to the order office, invoicing department, purchasing department, manager's office, and staff rest room.

A feature of the order office is its fitted open-plan furniture and special telephone equipment consisting of "key-lamp units" and lightweight head sets for the order clerks rather than the more familiar and heavier hand sets. The "key-lamp units" have been developed by the General Post Office to enable calls on an incoming line to be handled by any order-taker regardless of seating position. By this system, calls are signified by flashing lights rather than sound, creating quieter working conditions and contributing to the comfort of the staff and accuracy of work. In addition to the key-lamp units, which are switchboard extensions, there is a bank of ex-directory lines on which outgoing calls are made to customers.

An internal telephone system installed by the Reliance Telephone Co. and incorporating an automatic switchboard, provides order-takers with an immediate channel of communication to the stockroom personnel when information is required on products or the progress of orders in the assembly areas. The same system also links the other departments in the building, and is further connected to the Chesham House network.



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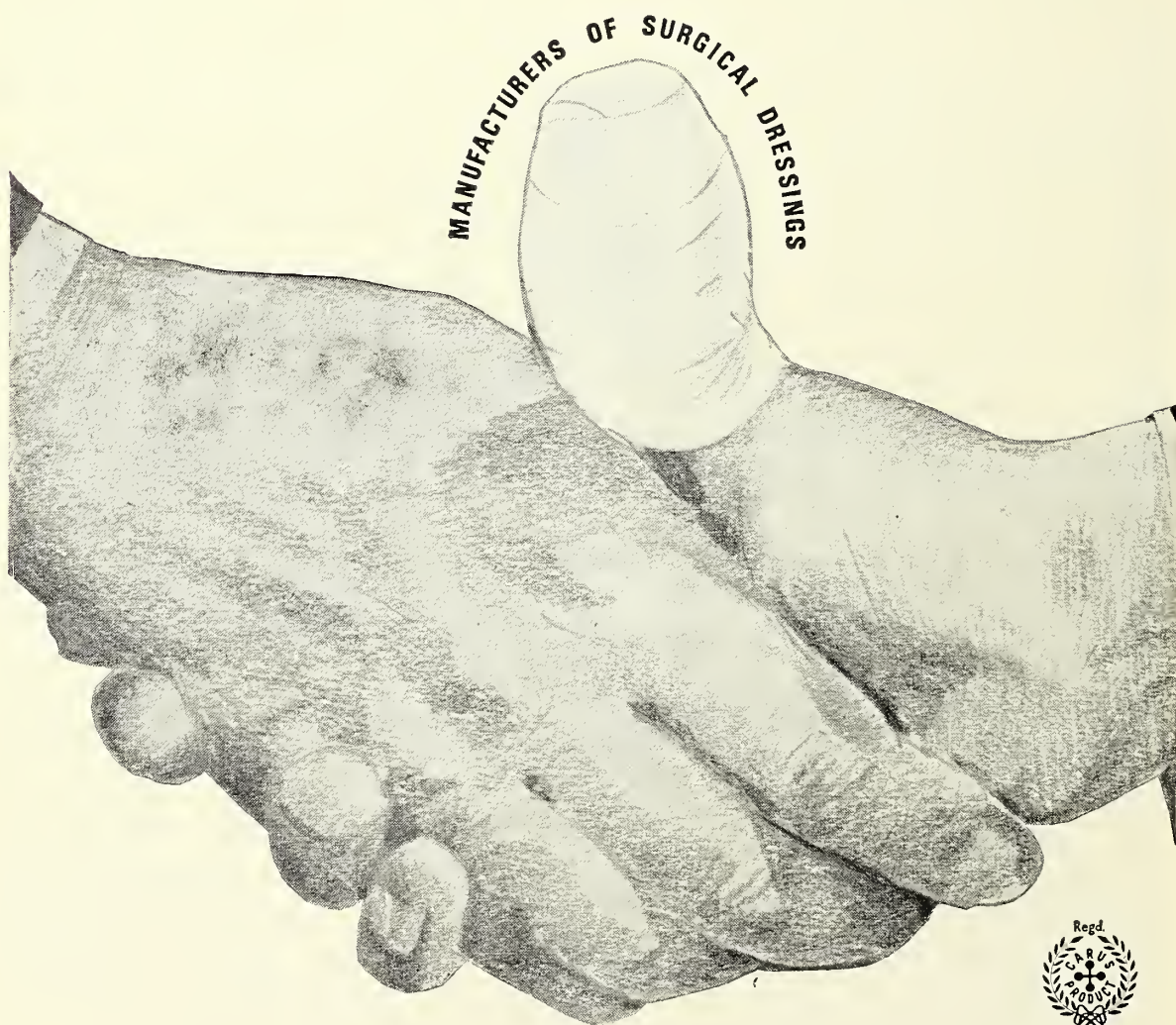
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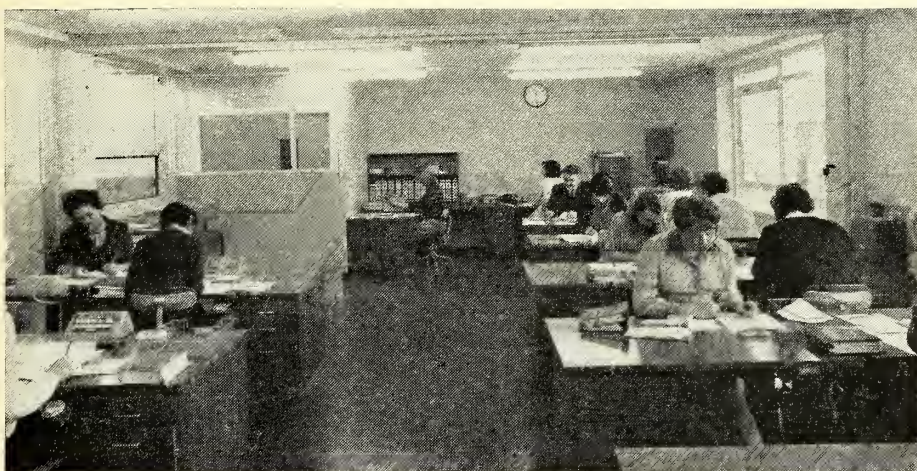
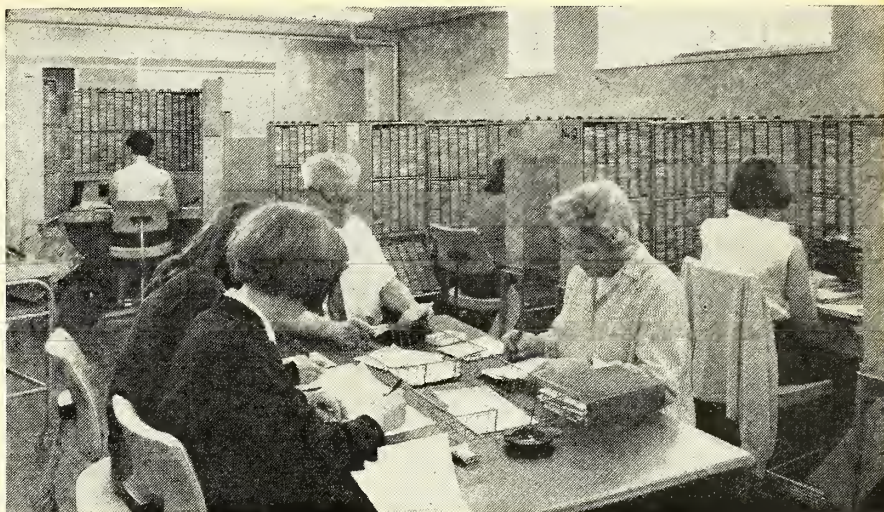
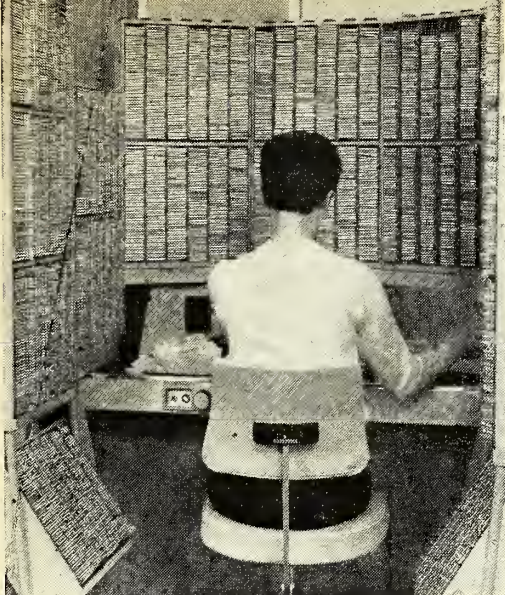


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A hearty handshake to  
Macarthys on their  
recent expansion.

From Carus of Darwen





## Organised Distribution from the South Street Depot

1. Adrema machine and file, on which invoices are prepared within minutes of the receipt of an order.

2. Checking invoices in the Adrema office before the orders are assembled.

3. The assistant managing pharmacist, Mr. Peter Bishop, M.P.S. (right centre, rear) with his sales/order office staff.

4. A section of the stockroom and the first orders to be processed in the new premises.

5. Vans at the loading bays.

6. Its orders completed, a van leaves on its delivery schedule.



From the hand-written orders, invoices are produced in the Adrema department, which is adjacent to the order office. The two offices are separated by a partition, part glass, part solid but, to prevent the noise from machines interfering with the order-taking section, the entire ceiling in this area is fitted with acoustic tiles.

Macarthy's use Bradma Adrema machines in all depôts for invoice production and the layout of the Adrema section in the Romford depôt is typical. Briefly, the machines print information that has been previously embossed on metal plates, which are filed alphabetically in cabinets placed conveniently around the operator. A tab on the end of the plate gives a brief description of the information it will print, whether it is the customer's address or the product name. A commodity plate contains details of the different packs, such as size of the product described (or multiples of one pack size), and this information includes the unit price and extensions. In one operation the account details are printed on to the invoice documents, together with the date and relevant van-route identification. The order is then printed, a complete line at a time, each line selected by the machine operator from the appropriate plate, until all items have been translated into the printed form. Because the machines are arranged to cater for different types of products, for example "ethicals" or standard formulary medicines, it may be necessary for two operators to handle an order. However, the flow of work is so arranged that the time taken to prepare a complete set of documents is not greater than it would be to type the same data. In addition the pricing indicated on each line of the plate, since it is not variable, remains completely accurate.

#### Direct by Pneumatic Tube

The transmission of orders from the office to the stockroom presents no problem in the new building. Despite a heavy density of flow at peak order times, the pneumatic conveyor, installed by Shipton Automation, is able to carry invoices by enclosed tube direct from the Adrema section, where each is checked for accuracy and completeness,



Mr. G. Hughes, M.P.S.

to the receiving station in the warehouse for assembly of the order.

In the 11,200 sq. ft. of stockroom space there are facilities for storage, assembly and dispatch of the 12,000 or so items in daily demand by chemists and hospitals in the area from a range that includes "ethical" preparations, standard formulary medicines, and surgical sundries — together with popular proprietary medicines and foods.

Row after row of products fill the steel shelves to a height of 7 ft. 3 in., grouped together in bays and each bay holding a certain type of product, or "ethicals" from a particular group of manufacturers. Over 20,000 sq. ft. of steel shelving was supplied and erected by Sankey Sheldon, Ltd., who were also responsible for the partitioning. It is not surprising, when one sees the extent of the storage areas, to learn that the many thousands of products kept in stock take over three miles of shelf space. Special stores are provided for Dangerous Drugs, products requiring refrigeration, and highly inflammable goods such as ether.

Orders are assembled in fibre boxes, and flow smoothly over a nylon wheel conveyor-belt to the checking area at the rear of the stockroom. The nylon wheels prove quieter in operation than other types of conveyor and contribute greatly to the excellent working conditions of the stockroom.

After checking, the completed orders are totalled on National Cash Register

machines by a team of adding-machine operators, and then flow along another stretch of belt to the drivers' packing area for loading and delivery. There, the depôt's fleet of Vauxhall Bedford vans is loaded under the cover provided by three large bays on the dispatch side of the building, where double doors separate the van-loading precinct from the remainder of the stockroom.

The new South Street depôt of Macarthy's in Romford possesses more than something new by way of bricks and mortar. After seven years in charge of the Romford depôt, Mr. G. Hughes, M.P.S., received promotion to the board of the associate company of Romford Laboratories, Ltd. He personally undertook much of the planning work that resulted in the transfer being effected with so little disturbance to the routine work involved in running a depôt.



Mr. D. W. Wright, M.P.S.

Mr. D. W. Wright, M.P.S., in his new capacity of managing pharmacist of South Street is well experienced in the moving of a depôt to new premises. Shortly after taking over the company's Manchester depôt it too was transferred to a purpose-made building. His promotion to Romford, as well as giving him cause for considerable personal pride, will make certain that those standards traditionally associated with "Macarthy's of Romford" are maintained from the new premises in South Street.

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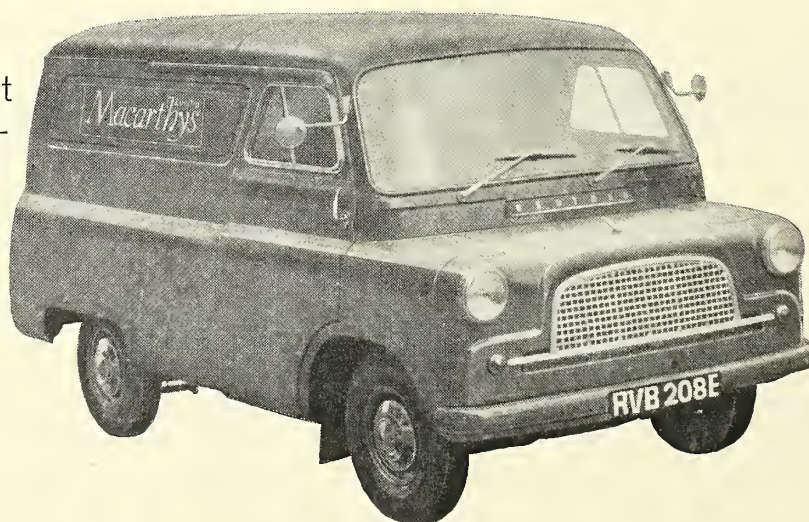
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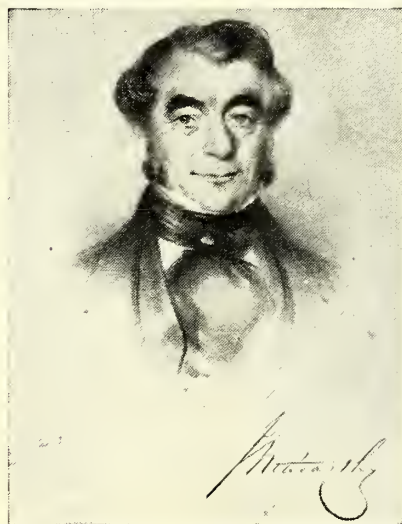
# Macarthy's 1787 - 1967

ROMFORD until very recent years retained much of its character as a country market town. Cattle and sheep pens lined the road and on Wednesday the market was thronged with men and animals, housewives and children. The excitement that was caused whenever an animal escaped, scattering shoppers and bystanders in its efforts to find freedom, must have amused thousands over the several hundred years during which the cattle market existed. Although the animals have now gone, the market stalls are still there, and the cries of the barrow boys and stall-holders preserve something of the image of earlier years. It was in this setting that the company of Macarthy's was founded with the opening of the pharmacy in 1787. Within two years a new-found prosperity came to Romford with the opening-up of coach routes from London to Chelmsford and beyond. Many a lurching carriage passed the door of Macarthy's and no doubt the travellers would find amusement in the plight of some offender seated in the stocks a hundred yards or so further up the road. Many, too, were the fine houses that occupied choice positions in the estates surrounding the town, from one of which was seen "as many as six coaches coming from Marks on a Sunday bringing to church old Carew Mildmay and his numerous guests."

## Romford in the Early 1800's

An article in the Essex Journal by Sally Roberts entitled "Gentlemen and Players, The Romford Philanthropic Theatre 1831" tells a story of Romford in the early 19th century. A summer season of nine performances between May 30 and July 4 was sponsored by the Romford Philanthropic Society, but the main impetus came from James Macarthy who underwrote the enterprise. At that time Romford had rather fewer than 5,000 inhabitants and would not boast a theatre within the boundary. For the occasion a barn was

leased and by improvisation did duty as a theatre for its limited season. In order to convert it a necessary amount of work was undertaken. Two noteworthy items of expense are "for threshing out the corn to clear the barn £4 7s." and "Mr. White, carpenter, for fitting out theatre £13 13s." On the night the theatre opened one speculates on the magnificent spectacle presented to the gathered inhabitants of Romford, who paid 3s. 6d. for a seat in a box, 2s. 6d. for a seat in the pit, and 1s. for a seat in the gallery. The auditorium was lit by wax and spermaceti candles, though there is mention that gas lighting was used on the stage.



Portrait apparently signed "J. Macarthy", formerly believed to be of James Macarthy, the founder of the business, but now thought to be possibly of his son Christopher Innes Macarthy

Such a modern innovation must have been quite a spectacle in itself, while the locally made scenery, which among its more grand pieces included "The Downs with the British Fleet at Anchor," spurred James Macarthy to announce that he had "provided amusements in a manner unusually splendid for a barn." The curtain, or whatever



The original shopfront of 1787, reconstructed in 1935

was employed in its place, went up that night on three items rehearsed for the entertainment of the audience. First there was "John Bull or an Englishman's Fire-side," after which the president of the Romford Philanthropic Society gave a poetical address which had been commissioned specially for the occasion. To complete the evening's bill the company presented a most appropriate one-act farce called the "Philanthropist." In the light of subsequent events there is a somewhat hollow ring to the note struck by the title of this play. Subsequent programmes include "Black Eyed Susan or all in the Downs" "She Stoops to Conquer" and "Raising the Wind or How to live Cheap." That the season was a success there can be no doubt, since all the expenses amounting to over £200, were met and a balance of £93 6s. remained for distribution. Of the various expenses incurred, two of the largest had been for the hire of wigs and costumes. It involved such a bill that, even if the cast was largely an amateur one, its standards of production must have been high. Then there was £3 9s. 6d. for "men watching the theatre," could they have been there to prevent gate crashers, or were



Macarthy's in 1903. Over the shop appears the sign "Artificial Teeth from £1 1s. per set. Painless Extractions daily". Outside the premises are ranged the delivery fleet of the mineral-water company

they "chuckers out"? No doubt even 1831 had its share of hooligans.

The object of the enterprise had been to provide funds for certain charities. Of those that benefitted, the charity school received £2, the Ladies Benevolent Society £7 10s. and a sum of £26 16s. 0½d. went to the "Fund of the Institution for which some thousands are relieved from the severities of the winter."

It is sad to note that, when the season was over, the bills paid and the profits dispersed, James Macarthy's motives were regarded by some with suspicion. There is even a hint by the gossipmongers in the market place that there had been some misappropriation of the proceeds, and that despite his having previously produced all bills and receipts at a meeting of the Philanthropic Society. Poor James Macarthy was so upset that he had a full statement of the accounts printed and published, and to it he appended this final *cri de coeur*. "Mr. Macarthy had but one inducement to engage in this Theatrical Speculation; it was entered into at his sole expence and responsibility; and as he had incurred much mental and bodily labour in the course of its prosecution, he presumed to think himself entitled to the full confidence of the public."

### The Shop Flourished

As the prosperity of the town grew, so the shop in market place flourished. James Macarthy and his wife Charlotte developed the business until his demise in 1854, when his sons, first James then Christopher Innes Macarthy in partnership with their mother, continued to run the family concern. During that period grave sympathy was expressed for the health and welfare of the local populace. After an Act of 1819, for "Paving and otherwise improving the town," watchmen were appointed to prevent "all mischiefs happenings by

fire as all murders, burglaries, robberies, and other outrages," but the commissioners apparently did not carry out their work properly, for in 1851 an inspector of the "General Board of Health" reported adversely on the lack of lighting, sewage and proper housing and he said "there is much excess illness and mortality in the place." As a consequence of this report in 1852 a local Board of Health was set up and during its term, it is not surprising to find, both James and Christopher Innes Macarthy were among its members.

The philanthropy of the Macarthy family was remembered when a drinking fountain was erected in memory of Christopher Innes after his death and paid for by public subscription. It stood in the market place for many years until accidentally destroyed by a contractor in recent times.

### Ownership Changes

Under the terms of his will the property was passed on by Christopher to his sister Frances, who leased the business first to Mr. Henry W. Whitelock and subsequently to Mr. W. S. Steeples, who eventually purchased the business in 1905 from the executors of the recently deceased Frances Macarthy. It is noteworthy that Mr. Steeples, in his circular letter of about that date was promising a same-day service "by telephone without extra charge" for any articles not in stock and required by his customers, and that urgent medicines could be obtained "at any time," since he was resident upon the premises. The business was of course a retail one, if one discounts a separate concern that had developed from the days of James Macarthy as a parallel to that of chemist and druggist. As was not unusual at that time the chemist was able from his knowledge of spices, etc., to build up a trade in compounded sauces and mineral waters. Such was

the demand for those products that a calendar of 1903 depicts a fleet of six horse-drawn waggons, bearing the name of Macarthy's but otherwise very unlike today's fleet of vehicles, drawn up in the market place to take out deliveries to shops and hostleries of the district. The Mineral Water Company was sold in 1926 to a private concern and subsequently passed into the control of a now nationally known brand. When Macarthy's, Ltd., was formed in 1920 the business had already acquired a second set of premises, which were then under the management of Mr. E. Farrant, M.P.S. Three years later, on the resignation from the board of Mr. H. Greening, Mr. Farrant was appointed managing director. In retrospect the significance of the appointment is apparent as it is to him that the early days of wholesaling by the company owes its impetus. Over the ensuing ten or twelve years several changes occurred, resulting in the expansion of retail trading. The company acquired additional premises around Romford and in Chelmsford and in 1935 undertook the rebuilding of the Market Place premises. The shopfront that had looked out on 150 years of local history was replaced by one more fitted to serve the needs of the pharmacy and more in keeping with the styles of the times. The enlargement of the storerooms enabled the company the following year to expand its new interest in wholesaling, which developed from the purchase of the two shops known as Lashams. That organisation had for some time actively sought hospital and clinic contracts, and Macarthy's continued to develop them under the energetic supervision of Mr. Farrant. During one of the air raids of 1940, enemy action destroyed the shop in Victoria Road, Romford, and efforts to locate alternative accommodation proved fruitless. Despite all the difficulties imposed by the war, Macarthy's continued to expand. The demand for dressings and first-aid equipment proved to be particularly difficult to meet, owing to inadequacies of supply and the space required for storage as and when stocks arrived—conditions that continued for a time even after the war had ended. With the coming of peace a new team of enthusiastic men and women joined with Mr. Farrant in expanding the wholesaling business.

### First Van

Twenty-one years ago a Bedford van became the first of many such to bear the Macarthy livery around the roads of Essex and ever further afield. Although the van was not the first delivery van owned by the company, there are those who feel that it was from the period of its acquisition that its present philosophy developed. Mr. K. Holland, M.P.S., joined the company in 1948, and his personal representative efforts soon resulted in the van fleet's mushrooming growth. By 1951 the size of the wholesale business



Macarthy's in the nineteenth century. At one time the pharmacy was between two inns: the "King's Head" and the "King's Arms." The one shown in the picture no longer exists.

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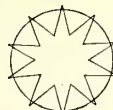
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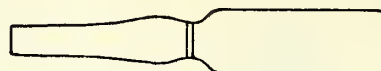


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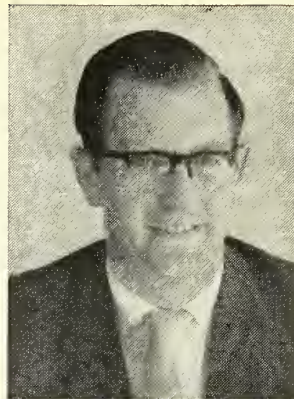
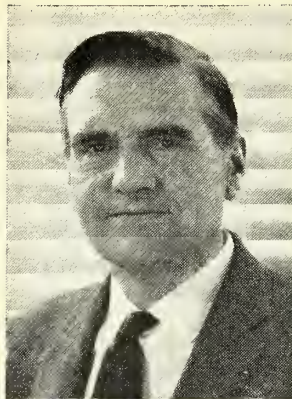
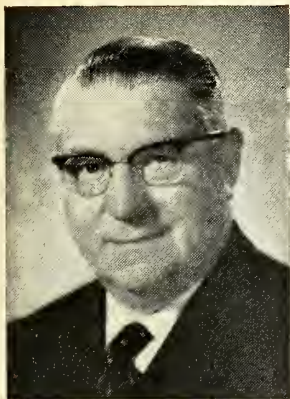
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Left to right: Mr. E. E. Farrant, M.P.S. (managing director, 1923-; chairman, 1958-65); Mr. A. R. Ritchie, B.Pharm. (Hons.), F.P.S., A.R.I.C. (managing director since 1965); Mr. K. Holland, M.P.S., D.B.A. (sales director, Macarthy's Pharmaceuticals, Ltd., since 1952, and managing director Romford Laboratories, Ltd., since 1959); and Mr. A. L. Slow, F.A.C.C.A. (financial director since 1959).

had so increased that it was decided to separate it from the retail interests, and Macarthy's (Wholesale Chemists), Ltd., came into being under the chairmanship of Mr. F. C. Ritchie, with Mr. E. Farrant, M.P.S., appointed as managing director, to be joined in the following year by the appointment to the board of Mr. A. R. Ritchie, B.Pharm.(Hons.), A.R.I.C., F.P.S., and Mr. K. Holland, M.P.S., D.B.A. The other member of the board at that time was Mr. J. MacMillan, M.P.S., who had been with company since 1932.

#### Purpose-built Accommodation

For some considerable time the company had given a great deal of thought to the provision of adequate premises from which to operate its distributive business. "Market Place" was rapidly becoming too small and inconvenient for the housing of the rapidly expanding stock and staff, to say nothing of the problems associated with van departures and arrivals in a heavily congested traffic area. Building restrictions and other limitations dictated the continuance of operations from the Market Place, however, until the latter part of 1955, when the wholesale company realised one of its dreams in that it was able to move into purpose-built accommodation in Seymer Road, Romford, and chose to call it "Macrom House." Not only were stockrooms and offices a great improvement on what had previously been available, but it also became possible to set up a laboratory and a dispensary and compounding room. From the latter additions was to spring the first shoot of Romford Laboratories, Ltd., about 7½ years later.

As van routes became extended it was obvious to the company that further expansion would necessitate the provision of additional premises. Mr. F. Booth, M.P.S., the pharmacist manager of one of the retail shops, was appointed managing pharmacist of the first satellite depôt of the wholesale company. Situated initially at Sidcup in Kent, the depôt under his supervision grew so rapidly that in two years it had to move to new and larger premises at its present address at Baring Road, Lee. From the opening of

Sidcup, Macarthy's gained invaluable knowledge and experience that has stood them in good stead through the succeeding years. Lessons were learned and implemented as further depôts were opened through the country. Perhaps one of the most significant of the doctrines preached and practised is the relative autonomy given to the manager of each new depôt. In order that this may be possible, he must first be carefully selected and appropriately trained in the methods of company operation and its basic philosophy of "service first and foremost." He then is able to make day-to-day decisions with the knowledge that he is backed by a company with a truly professional outlook on pharmacy, and that advice from his senior colleagues is always available at the other end of a telephone when it is required.

In 1958 Mr. F. C. Ritchie decided to retire from the board and Mr. E. Farrant took up the responsibilities of chairman. A year later, in 1959, Mr. A. L. Slow who had served the company for about six years as secretary, was appointed to the board as financial director.

The period was one of considerable activity in the wholesale company. Plans had been laid over the preced-

ing months to expand the delivery areas and to make more adequate provision of rapidly growing manufacturing processes. Romford Laboratories, Ltd., came into being with Mr. K. Holland as its managing director. His interest in large-scale preparation and an equally keen interest in laboratory work provided a stimulus to the growth of this developing company. The opening of Romford Laboratories' own factory and laboratory block the same year at Danes Road, Romford, enabled them to expand and diversify their manufacturing and provide a more efficient service of special orders from their dispensary. Also during 1959 the company opened the second distributive depôt to serve areas to the north and west of London. The late Mr. A. E. Wardell, M.P.S., opened the depôt in the April from premises in Cobbold Road, Willesden, and later saw them transferred to the present site at Wembley. The depôt was formed along the general lines indicated by experience at Romford and Sidcup, but additional retail proprietary products were included in the stock lines carried.

The board welcomed the appointment of Mr. A. R. Ritchie to the managing directorship in 1960, and in the same year Mr. MacMillan an-



Macrom House

nounced his retirement after twenty-eight years of service on the boards, first of the retail company and latterly of the wholesale company. Expansion was still much to the fore in the plans of that year. In May, months of careful planning came to fruition when the Manchester depôt was opened under the management of Mr. D. J. Morl, M.P.S. The depôt being geographically the most remote of Macarthy's various activities it enabled the company to experiment with the provision of trunking services over a considerable distance in all kinds of climatic conditions and yet maintain the certainty that goods would arrive on time. That experience was to stand the company in good stead as new depôts were opened even further afield and the products of Romford Laboratories began to be distributed by other wholesalers in more remote parts of the country. Glasgow depôt opened in 1961 with Mr. B. J. Austin, M.P.S., as managing pharmacist. As was usual at the opening of new distribution centres a nucleus of staff was drawn from various parts of the company, bringing with them a continuum of knowledge, experience and tradition that is typical of Macarthy's. Mr. Austin's assistant pharmacist in Glasgow was Mr. D. Wright, M.P.S., now managing pharmacist of the Romford depôt in South Street, having also served for four years in charge of Manchester after Mr. Morl's appointment to Romford as marketing manager. Mr. D. Dennis, M.P.S., has taken over responsibility for Macarthy's, Manchester.

#### A Public Company

The company reorganisation that occurred in 1961 was an historical event of great importance, as it was in the summer of that year that Macarthy's became a public company. Macarthy's Pharmaceuticals, Ltd., was the chosen name for the holding company, which was wholly to own and administer a number of subsidiaries. After 174 years the shop in the Market Place was to change its name becoming "Liberty Pharmacies, Ltd.," in order to avoid confusion with "Macarthy's, Ltd.," the wholesale company. Romford Laboratories, Ltd., by this time had already gained its independence within the group and was growing apace. The effect of becoming a public company was to provide capital for the many schemes of expansion in operation and "in embryo," and the confidence of would-be subscribers was reflected in their over-subscribing the issue of 300,000 ordinary shares by 500 per cent.

H. B. Dorling, Ltd., a company which for many years had distributed proprietary medicines and chemists' sundries was purchased by Macarthy's Pharmaceuticals, Ltd., in 1962, and was subsequently reorganised and rehoused in a new building in Selinas Lane, Dagenham. The photographic section was added and flourished as more

agencies' equipment and materials were added to their list. The aim was to provide retail pharmacists with a comprehensive service without in any way diminishing the standard expected of the delivery of prescription goods. That that emphasis existed on the prompt servicing of orders for "ethicals" and drugs is further evidenced by the opening in 1962 of Macarthy's depôt in Southend-on-Sea. Its strategic placing enabled the vans to deliver earlier to those rural eastern parts of Essex, which were not easily reached from Romford. The pharmacist manager of Southend is Miss Beryl Snashall, M.P.S., who, before taking up the appointment, was assistant pharmacist to Mr. F. Booth at Sidcup and Lee. The next centre of distribution opened by the company was at Camberwell in 1964, under the management of Mr. J. Canning, M.P.S., whose responsibility is now extended to the depôt at Lee. From these depôts it was now possible to serve the whole of the London area, reaching out into the home counties and giving a twice or three-times-a-day delivery to the majority of pharmacies within an area of several thousand square miles.

Between the years 1965 and 1967 several important changes occurred in the company. Farillon, Ltd., was set up as the marketing subsidiary company for the group to handle certain agency lines requiring distributive outlets to other wholesalers, and to carry out the administration of these procedures. Also in the early part of the period Macarthy's set up its own print shop.

Perhaps one of the most remembered events of those years was when in 1965, Mr. E. Farrant retired from the chairmanship of the board of directors. During his service with the company for forty-two years, including the most difficult period of war-time and the immediate post-war era of shortages and restrictions, Mr. Farrant has taken a most active part in the formation, growth and development of the company to its new proportion. The evolution of the company is a tribute both to him and to his co-directors, and to the staff who responded so well under their leadership and example. Sir Hugh Linstead, O.B.E., LL.D., F.P.S., was invited to accept the chairmanship of the board, and the company felt privileged that he was willing to serve in that capacity. His deep involvement in pharmaceutical affairs, both national and international, his active interest in the pharmaceutical industry, and his parliamentary experience combine to make his service to the company of inestimable value.

#### Year of Greatest Progress

Of all the years that have passed since Macarthy's was formed in 1787 none has seen greater progress and wider expansion than this its 180th. The Birmingham depôt of Macarthy's, Ltd., opened in Great Barr with Mr.

G. Haselden, M.P.S., appointed as its managing pharmacist and ably supported by a group of experienced personnel recruited from existing depôts. In May the depôt opened its doors for business and at once began to develop more rapidly than had been expected of it. The green vans so familiar in other parts of the country are now to be seen busily engaged about their deliveries everywhere within a score of miles or so of the famous Bull Ring redevelopment centre.

#### Into Print

The printing department that had functioned as part of Macarthy's, Ltd., supplying the company with stationery and price lists, had also developed over the years, and during 1967 achieved independence as a subsidiary within the Group. Known as "Galen House Press, Ltd.," the new venture also prints a staff magazine, which is presented to all members of the various companies as well as the *Bulletin*, a summary of prices and new products, which serves to keep the customer up to date with the changes announced by manufacturers. The company uses both letterpress and lithographic techniques and is well equipped to handle the greater proportion of the printing needs of the Group.

No story of Macarthy's would be complete without reference to the surgical division. Over the years this sector of company activity has grown under the able leadership of Mr. R. W. Shilling, L.I.B.S.T., who was appointed to the board of Macarthy's, Ltd., about four years ago. Because of the specialist knowledge required to administer the stocking and supplying of surgical instruments and apparatus, this is perhaps the one part of Macarthy's in which pharmacists do not assume a leading rôle. Qualified surgical technicians and State Registered Nurses make up the professional core of the division. As is readily seen from their appearance at nursing and hospital exhibitions throughout the year, displaying many products that bear the Macarthy name, there is a sense of vitality and marketing orientation among their staff. Over the past years many products have been developed by the division and are gaining prestige for the company. The Cara cardiac resuscitation press has recently been the focus of attention of press authorities both in this country and abroad and the St. Thomas' pattern cannula for lymphangiography is a unique product for either diagnosis or therapy in cases of lymph tissue malignancies. One can add to their marketing successes such items as the Henderson colonic-lavage unit on the one hand and Macrom spirit-proof syringe cases or the metric medicine measure on the other — widely differing types of product, but each developed to meet a specific need. Owing to the expansion of business of Romford's surgical division it became im-

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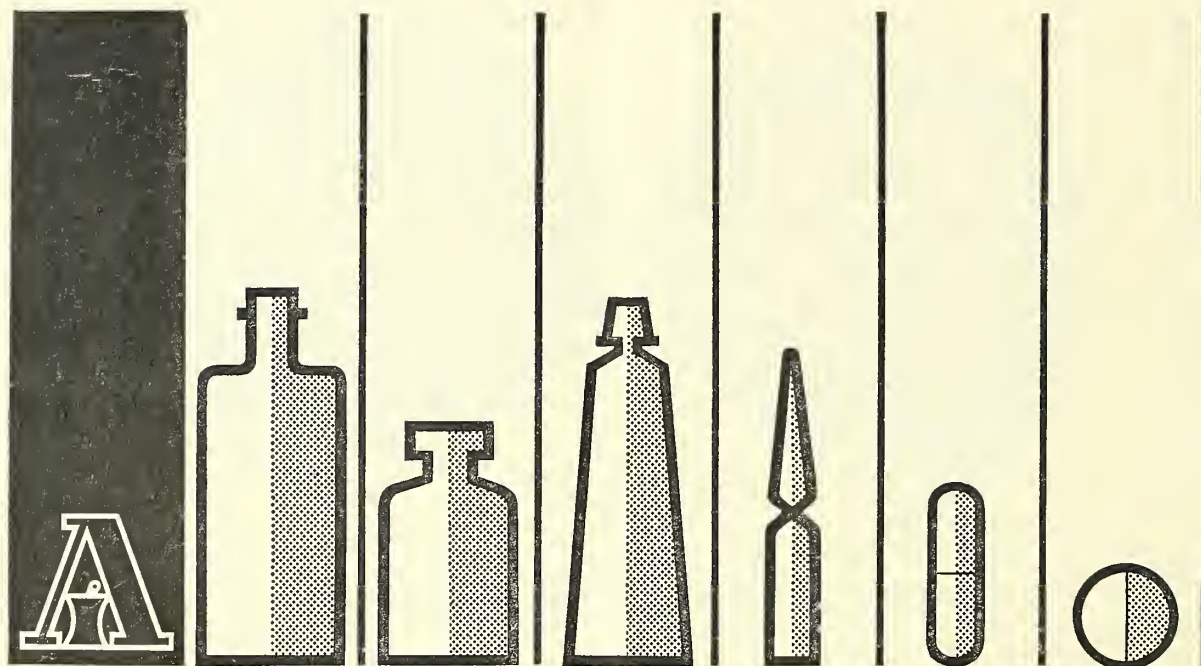
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perative that they should be appropriately rehoused. When South Street depot was opened the vacated premises in North Street were immediately occupied by "surgical" and have, in so doing, gained further room to continue the growth which is so apparent.

When history books come to be written, no doubt the one chapter that will prove the most interesting and important will be that dealing with the acquisition by Macarthy's Pharmaceuticals, Ltd., of the interests of Savory & Moore Ltd. At that point in their story at which Savory & Moore attracted the notice of the supermarket world it seemed as if

much of the tradition of that great company would evaporate in a cloud of premium offers and gift stamps. The professional outlook seemed grim indeed until the counter bid of Macarthy's was accepted and a balance was restored. Rationalisation of the activities of the two companies into a single entity and the welding together of the staff into a purposeful family are worth-while ventures in themselves, but the opportunities afforded by diversification and increases in scale add an air of excitement to the prospect of forthcoming years. Both enterprises are of similar age. Each has specialised in some sphere comple-

mentary to the other's and already, as personnel mix and discuss the future, there is emerging a spirit of co-operation born of a common purpose.

### Prospects Bright

In twenty-one years the changes and growth of the company have been exceptional, and in the next similar period there is every expectation that new chapters will be even more remarkable than these. When Macarthy's celebrate their 200th anniversary in 1987 it will be interesting indeed to measure their progress through the computer age — into what? For this we shall have to wait and see.

## The Story of Savory & Moore

THE shopfront of Savory & Moore at 143 New Bond Street is the same one as when the firm began in 1797. It was built by George Maddox, a well known architect specialising in the building of pharmacies, and after whom Maddox Street (which crosses Bond Street slightly below Savory & Moore), was named. The shopfront has frequently been referred to as a first-class example of his work. The floor boards on the premises were reputed to have come from the old Drury Lane stage. The old Tyburn river flowed, and may be still does flow, under the same premises.

### Good News from Bond Street

When the premises were rebuilt in 1957 there was some correspondence with John Betjeman, who feared that the building was to be demolished. Below is published an extract from the *Spectator* of October 1957.

A GOOD piece of news comes from Bond Street, where I have for some time looked with apprehension at Number 143, where there is a notice of demolition. This building contains the charming chemist's shop of Savory and Moore with its square panes and iron railings and late Georgian interior complete with jars and mahogany shelves and paintings of herbs. The shop has been ascribed by Sir Albert Richardson to George Maddox (1760-1843), who also designed the chemist's shop which stood until lately in Tavistock Place with the name Maitland above it. The Savory family lived

above the shop in Bond Street in the eighteenth century and their descendant Mr. D. A. Savory tells me that his firm is going to some trouble and no little expense in retaining the old shop front and its interior in the new building that is to go up on the site.

The founder of the firm, Thomas Field Savory, began life as an apprentice to a Mr. Cotter, principal apothecary in Cheltenham, and was befriended by Dr. Jenner, who lived nearby, conducting his early experiments on vaccination, later to bring him world wide fame. That fame brought him to London, and he persuaded young Savory to come too. It was probably through Dr. Jenner's patronage that Savory was able to set up in such a fashionable area, for in those days Bond Street was still largely residential.

For example, Lord Nelson ensconced Lady Hamilton at next door but one in Bond Street, and she became a very close customer, and on her mother's death in 1810 gave Savory a silver cup in token of his services to her family.

Once launched, Savory got going in his own right, and became well known as a fashionable dandy. He is mentioned in Creevey's memoirs of this period, his portrait was painted by Lawrence, and he bought as his country house David Garrick's villa at Hampton, which still stands. He entertained widely and well in his rooms above 143. Among his close friends was the Duke of Sussex, one of the younger and

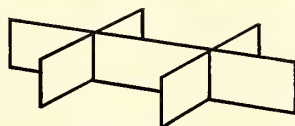
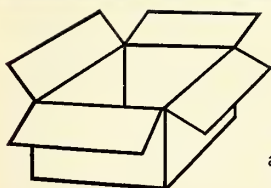


Cup presented to Thomas Field Savory "as a token of gratitude" by Emma Lady Hamilton

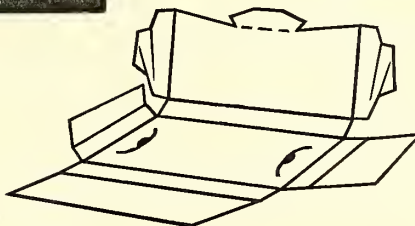
more profligate brothers of the Prince Regent, who acted as sponsor (if that is the correct word) for Savory's entry into Freemasonry. Furthermore, Michael Kelly, the well known singer of that time, makes mention in his autobiography of "musical soirées at Bond Street with the chymist Savory." Not all of them were innocent, as is indicated by the print illustrated (p. 21) by Gilray, published at the time, showing the kind of things they got up to.

In its way, the scene depicted is not all that dissimilar from the swinging

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D. J. Morl, Macarthys Pharmaceuticals, 22:8:67

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London of today. Mrs. Billington, referred to in the sketch, was also a "friend," as they say today, of the Prince Regent, whose eyes were now turning in other directions, and the story goes that, as a reward for Savory's relieving him of her, he received the firm's first Royal Appointment. How true that is, one cannot say at this distance of time (particularly as Royal Warrants as such were not issued in those days), but there seems to be a certain ring of truth about it. Certainly, in later years, Savory was appointed by William IV (another younger brother of the Prince Regent) Gentleman of the Bed Chamber, a not inappropriate title in view of his activities and proclivities.

Savory was a bachelor (just as well probably), and the business was inherited by his nephew, John Savory, whose certificate of apprenticeship, dated 1817, is still intact. It bound him for seven years, during which period he was neither "to contract Matrimony nor commit fornication," a rule today that might seriously reduce the supply of pharmacists on one condition or the other.

Apart from the fashionable side of their business, Savory & Moore had a useful commercial side in being the original patentees of Seidlitz powders, on which they were not ashamed to make a handsome profit, and also of Dr. Jenner's lozenges for the aid of indigestion, a product that was selling in Bond Street in 1938 at much the same price at which it sold a hundred years previously. In those days profits were profits, it seems.

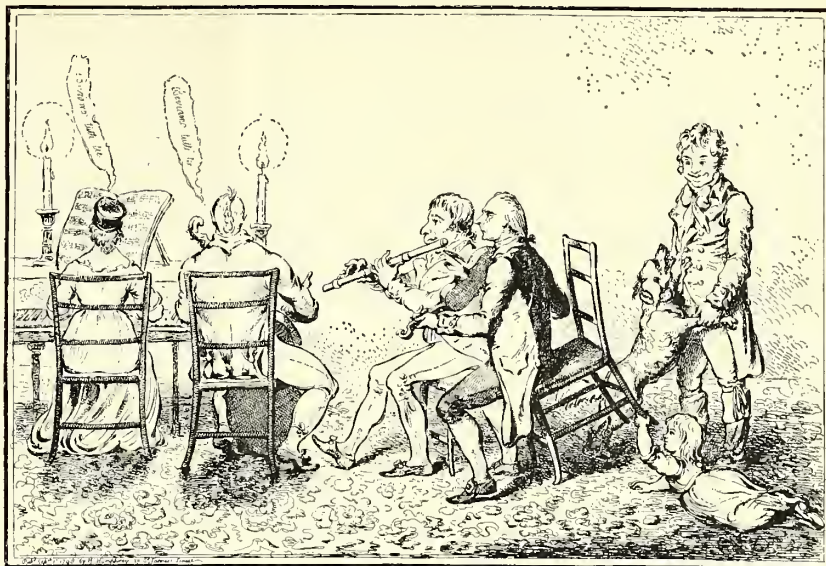
John Savory was of a far more serious turn of mind than his uncle, and interested himself in matters more academic than social. He published and edited for many years a book called "Savory Compendium to Modern Medicine." It was quite well known in its day, as is exemplified by the fact that it ran to ten editions from 1836 to 1878, but whether it was as profitable as Seidlitz powders or Dr. Jenner's lozenges is highly doubtful.

#### Founder Member

John Savory was one of the founder members of the Pharmaceutical Society of Great Britain, along with Jacob Bell, William Allen and Thomas Morson. He also invented and patented the fluted or ribbed poison bottle which, of course, is still used today. The patent of 1859 reads as follows:—

**PATENT BOTTLES for the Prevention of Accidental Poisoning;** Savory & Moore, 143 New Bond Street, W. These bottles are hexagonal in shape, with deep fluting or grooves running length-ways along the bottle. To the sight and touch they instantaneously present most striking points of difference from any other bottle. Vessels of this description, made in blue glass, are intended to be used for external applications only.

There is no evidence that any money was made out of this simple but useful invention, which goes to prove, or



*A Country Concert; or — an Evening's Entertainment in Sussex.*

*Mrs. Billington*

*Duke of Sussex*

*Savory of Bond Street*

*Mrs. Billington lived with the Duke of Sussex during the absence of her husband, who, arriving suddenly one night at her house at Hammersmith, surprised a small party consisting of the Duke of Sussex, Mrs. Billington, Savory of Bond Street and another. Her husband, therefore, carried her off to Italy where it is suspected she met with an unfair death.*

*Via account of caricatures of J. Gilray by Tho. Wright Esq. and R. H. Evans Esq.*

"Savory of Bond Street" features in a Gilray cartoon published in September 1798

if not prove at least to illustrate, that academic ability does not necessarily lead to pecuniary gain.

In the middle part of the 19th century the firm was riding high. It had among its customers not only the Royal Family but also the Duke of Wellington, and there is in existence a letter in the Duke's own handwriting, ordering some gargle.

The following names appear in an account book for the year 1846:—

Charles Kemble  
Miss Florence Nightingale  
Duke of Wellington  
Viscount Palmerston  
Prince Esterhazy  
Rev. Crockford  
D'Israeli  
Earl Grey  
G. C. Greville  
Lord Brougham  
Lord Shaftesbury  
Lord Salisbury  
John Hobhouse  
Sir F. McNaughton  
Sir John Copley  
Baron de Rothschild

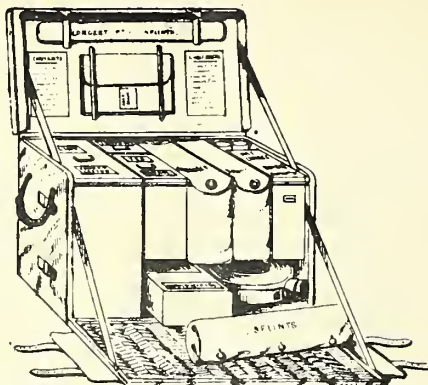
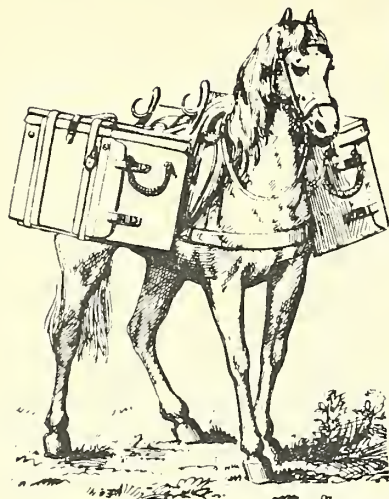
The standing of the business was further enhanced by two occurrences, the Crimean War and the introduction of a baby food.

It is, of course, well known that the reports of William Russell (correspondent of *The Times*) and Florence Nightingale regarding the scandalous hospital conditions in the Crimea created a furore in England. So much so that the Government of the day (late as ever!) was forced to do something about matters, and Savory & Moore were commissioned to send supplies of all sorts out to the Crimea. The consign-

ments included, apart from a thousand lb. of lint and many tens of thousands of bandages, 55,000 ounces of quinine (at a cost of £23,000), and some turpentine and antimony (for what?). The contract must have been a really good one, for we find that, in 1890, a Mr. Hanbury, M.P. (not, we feel, entirely a disinterested person!) rose in the House of Commons to ask a loaded question, to wit, why the contract for medical supplies for Her Majesty's Army had been placed with one firm only. The answer, of course, was evasive, but next year the firm received a charming but courteous letter from the War Office indicating that the existing way of buying medical stores for the Army would be changed. The old system had run for forty years!

However, as luck would have it, and luck generally runs to the successful, Savory & Moore produced at about this time (1860) their well known baby food, which was the first artificial food for mothers unable to nurse. It was based on the famous Baron Liebig's suggestion of using malt to enable the conversion of starch into soluble nutrients. The business still possesses a letter written from Sandringham to say that H.R.H. Prince Albert Victor, elder brother of King George V, predeceasing him, thrived on the food.

From being a well known fashionable London chemist, the firm became not only nationally but internationally famous, and their prosperity continued until other baby foods, which were easier and quicker to prepare, came on the market.



Medical field panniers for army use. The panniers, when open, could be used on or off the back of the animal carrying them or could be set up as an emergency operating table.

In the meantime, during the South African War, the company produced a medical pannier, which found a market not only in that continent but also in all the other areas of the British Empire where fighting in rugged territories took place — and there was plenty of fighting and plenty of rugged territories.

The medical pannier, needless to say, contained a large proportion of Savory & Moore medicines. It also contained, among other things, a butcher's saw, a Savigny's bullet forceps and a Coxeter's bullet extractor, not to mention one only female catheter. A great advantage was that two panniers placed end to end made a useful operating table. Ingenuity could hardly go further!

The medical pannier in itself was the logical outcome of medical chests that had been produced much earlier in the century—one of them being the chest produced by the firm in 1813 for the Duke of Kent (Queen Victoria's father) and which is now in the London Museum at Kensington Palace.

Another chest (now in Denbigh Castle Museum) was provided for Stanley on his famous expedition to discover Livingstone; and still another was made for H.M. the Khedive of Egypt. The last-mentioned chest, one has to record with regret but not much surprise, was never paid for, despite a lengthy, distressing and acrimonious correspondence. As the total bill to His Majesty came to some £2,600, perhaps there was something to be said on both sides.

The virtues of those medical chests was sedulously propagated in the "Savory Compendium of Medicine," which perhaps was not so purely academic in its purpose as previously suggested.

The range and variety of medicine chests was extensive ranging from those required for "families of clergymen," "owners of yachts," "special correspondents of daily papers," and (a somewhat cheaper version) Colonial officers. But whatever their degree or calling, all were expected to mix their own medicines and even make their own pills.

After the First World War the nature of the business just as the nature of the country, began to change. Until then, everything had been manufactured on the premises or, more precisely, at the back of the premises, for the first and upper floors at the front were still furnished as a residence for the use of the staff (and occasionally the family). The first-floor front was a large dining room at which all the staff took lunch each day, and it was presided over by a housekeeper by the name of Mrs. Walters who, in the best traditions, carried a bunch of keys at her waist.

The factory was at the back in Bruton Mews, which until recently was a casino. In 1928, it was moved out to Tottenham when the firm amalgamated with John Bell & Croyden.

John Bell had been a well known figure in the pharmaceutical world, and his business had been founded at the same time as Savory & Moore in 1798, at 338 Oxford Street, where he opened his pharmacy in an area that in those days was considered a poor prospect. Those years must have been *anni mirabili*, for in 1797 Macarthy's of Romford was also begun. The Bells were a Quaker family of Norfolk origin. John's son, Jacob, was remarkable in that, apart from being a leading figure in pharmacy, he was a great patron of the arts, being a friend of Landseer, Frith and Copley. When he died, he left many of his paintings to the nation, including Frith's famous painting "Derby Day."

After the death of Jacob Bell the business passed through a number of hands, but it may be said to have be-

gun its modern history in 1912, when the doors on its present site were opened by the then Lord Mayor of London, and have never closed since, day nor night—not even when in 1941 a bomb was dropped on the premises but failed to explode.

In 1933 Savory & Moore and John Bell & Croyden merged with William Martindale, whose name will always be remembered for his pharmacopoeia, and also for the fact that he helped Lord Lister in his work on antiseptics.

A word requires to be said about Squires of Oxford Street, which Savory & Moore acquired in 1950 and which has been, with Savory & Moore, chemists to the Royal Family for many years. It was Squires who kept the Royal Anointing Oil for use at the Coronations of Queen Victoria, King Edward VII, King George V and George VI. The formula of the oil used is said to be that used for the Coronation of King Charles II, and it was according to this formula that Savory & Moore made the oil for the Coronation of Queen Elizabeth II in 1953. Peter Squire was another founder member of the Pharmaceutical Society. In 1837 he was appointed Chemist in Ordinary to Queen Victoria, and remained as such for over forty years.

All those mergers were effected by E. T. Neathercoat, one-time president and for many years treasurer of the Pharmaceutical Society, who brought into the company at the time of the merger in 1928 a number of retail pharmacies. During the Second World War the company was engaged in two large contracts, namely the manufacture of chemical time fuses and anti-gas ointment, of which over three million tubes were produced.

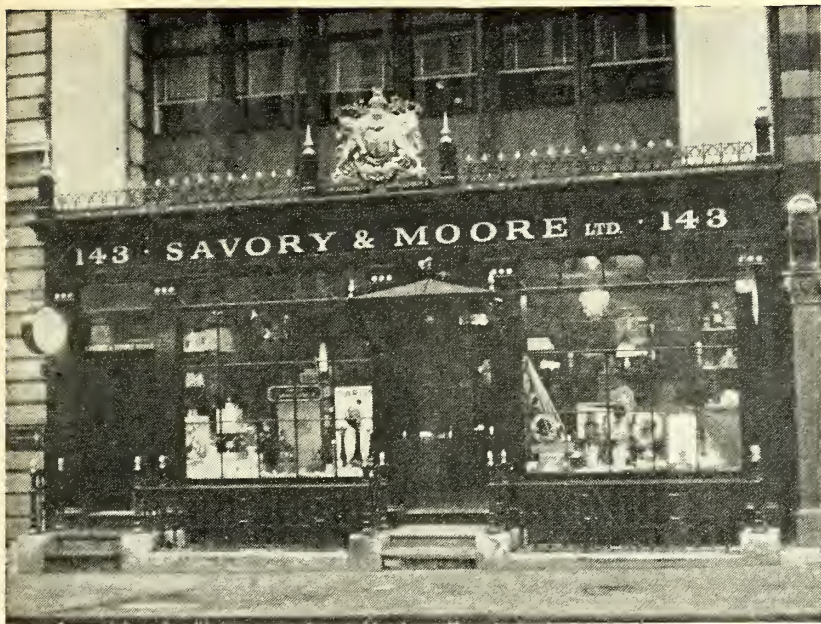
Since the war, the company has produced a special anti-sunburn cream for use in the snow, and used by Sir Edmund Hilary during his ascent on Mount Everest, by Sir Edmund Fuchs on his trip to the Antarctic.

During the history of Savory & Moore, for the larger part of the time it has held the Royal Appointment to at least one member of the Royal Family, and generally more. Although this is not a subject on which one notches up records and proclaims achievements, it is perhaps interesting to record that in 1955 the firm was the only one in England to hold all four Royal Warrants at the same time, namely of the Queen, the Duke of Edinburgh, the Queen Mother, and

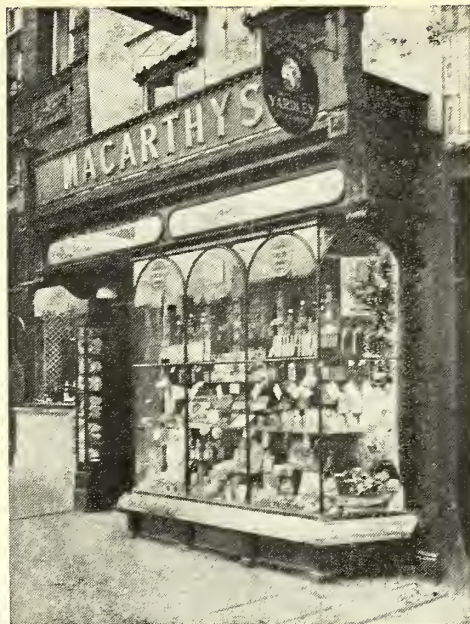
Queen Mary. At the same time it was serving, as it still does, Princess Margaret, Princess Alexandra and the Duke of Windsor.

*They send me a bottle of it  
gargle of tannin and bark as  
before. Have not the number  
Wellington  
John Savory & Moore*

The Duke of Wellington sends an order for a "gargle of tannin and bark as before — I have not the number"



1797



1787

## *Two households, both alike in dignity..*

*Prologue to Romeo & Juliet*

Macarthy's Limited and Savory & Moore Limited both founded their business enterprises during the same period (1787-1797) nearly two hundred years ago with service as their keynote.

In the intervening years both companies prospered; their parallel interests of wholesale distribution and pharmaceutical manufacturing coupled with a high standard of quality control, ensured their success.

In July of this year, these "Two households, both alike in dignity" joined forces and as a result of this merger the parent company looks forward to the future with keen anticipation well knowing that planned expansion and diversification can only bring even better service to you, who are of supreme importance to us - our customers.

Chesham House, Chesham Close, Romford, Essex.

Telephone Romford 46033

**M**  
*Macarthy's*  
PHARMACEUTICALS LIMITED

# Macarthy's' Manufacturing

## THE GROWTH OF ROMFORD LABORATORIES

EVIDENCE of the growth of a company may be apparent in so many ways that it is difficult to present it as a coherent picture. Romford Laboratories grew out of a small-scale preparation room in such a comparatively short space of time that its diversification, its increase in scale of production, its buildings and vehicles and above all its personalities, are each worthy of a story of their own. All of this development has taken place within the memories of many of those who are still employed, and its success is largely due to the drive and initiative of the directors and executive staff, who pursued an ambition thought by many to be unattainable. During a pharmaceutical era in which "ethicals" have increased in number and importance, and one in which "galenicals" have been found by so many companies to be an uneconomic proposition, Macarthy's formed an associate company to manufacture and distribute "standard formulary medicines" as those substances are more widely referred to today. That company is Romford Laboratories, the story of which is perhaps unique in the post war history of the pharmaceutical industry.

### Origins of Company's Manufacturing

The origins of manufacturing may be found in the company, even before 1939, in the servicing of local authority contracts, which called for occasional quantities of liquid medicines in addition to substantial supplies of dressings and sundries. All of those commodities were distributed from the room above the shop in "Market Place," and manufacturing was the part-time responsibility of one person. In 1942 Mr. R. Jessiman joined the company and, with a pharmacist, was engaged in preparing an already growing range of such medicinal substances as Gee's linctus, calamine lotion and various mixtures. In those days six 40-oz. bottles con-

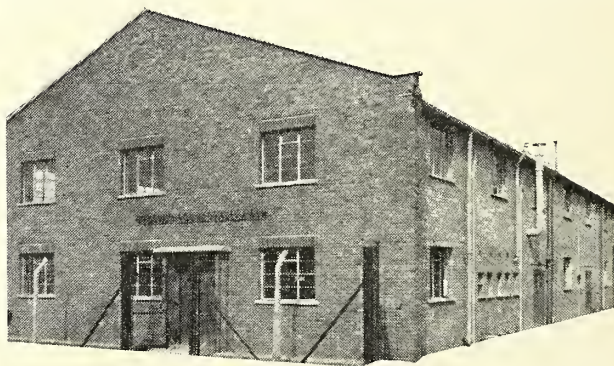
stituted a sizeable order, and an order for six Winchester quarts was exceptional; but the demand was growing. Then, in 1955, the wholesale company moved to its first building and became independent of the shop in Market Place. Macrom House, as the new building was appropriately named, housed the complete wholesaling activity of the company, its administration and offices and for the first time the company boasted a laboratory, a compounding room and a dispensary. There was a marked change in the production methods consequent upon an increasing sale to retail pharmacies, and 5-gall. batches became frequent. It is somewhat amusing now to think back to the dozen or so 5-gall. polythene-lined containers that were the production vessels of the times. Indeed, such vessels as these were the latest innovation in the field of non-corrodible yet inexpensive "pots." The dispensary service was commenced during this same period. It provided a means for local pharmacists, both retail and hospital, to obtain special formulations rapidly and with confidence that they had been prepared in the best pharmaceutical tradition. Orders for suppositories, wrapped powders and similarly time-consuming extemporaneous preparations were the order of the day in the

Macrom House dispensary, and the atmosphere was distinctly professional but practical.

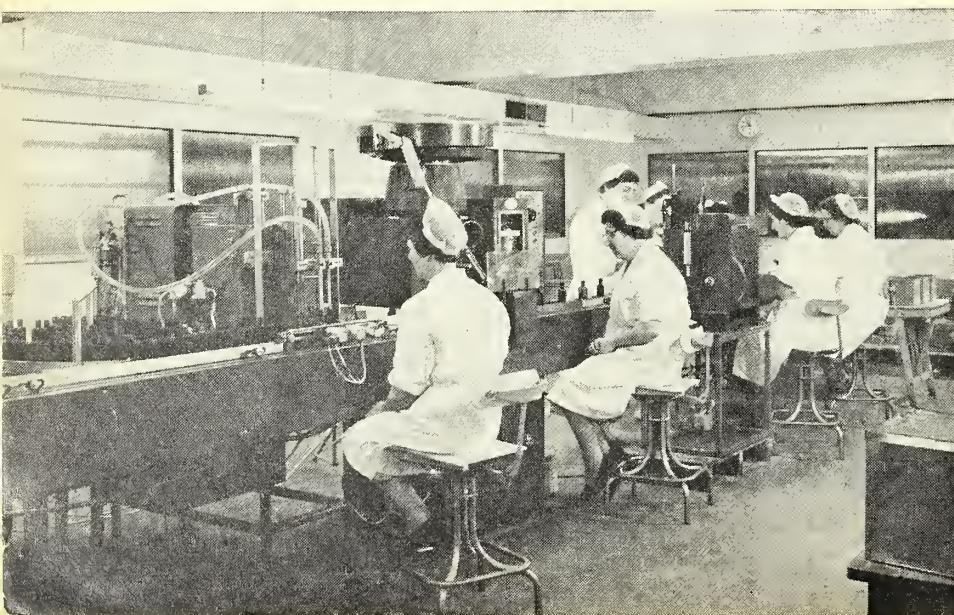
The year 1959 saw the formation of Romford Laboratories, Ltd., with Mr. K. Holland, M.P.S. as its managing director, and in the same year, in March, "Rom-Labs" moved to its own buildings in Danes Road, Romford, and became independent of the wholesale company. There were those who regarded that as a brave step indeed and possibly some, with less foresight, who have called it folly. Events have proved that the decision to expand in this field was fully justified, and it is a credit to the board of directors and to Mr. Holland in particular that they resolutely set out to build where others were decaying. One after another drug house, whose name had been on the tongues of generations of pharmacists, ceased to exist, but Rom-Labs grew. Purchase records from about this time showed the laboratories to have taken delivery of their first  $\frac{1}{4}$ -ton consignments of "sod. bicarb." and another of "mag. sulph. comml." — not astronomical figures, it is true, but for an enterprise that was just growing out of a dispensary it was an indicator of the growth to come.

The move to Danes Road was not without its complications, however.

At right, Romford Laboratories' first building, Danes Road, Romford, March 1959



Below, Automated King packing line, with facilities for tablet or liquid filling



Staff found the  $1\frac{1}{2}$ -mile journey, with no conveniently scheduled bus service, a decided problem, and so Rom-Labs became the possessor of its first vehicle. A 15-cwt. Commer van, fitted with seats, daily collected its passengers from the centre of Romford and also ran a shopping expedition service at lunch time and of course made its final run of the day when work was finished. Mr. Jessiman, now an executive director of the company, recently recalled with a mixture of humour and sterner stuff that it was "woe indeed to anyone who missed the bus. Having suffered the humility of a  $1\frac{1}{2}$ -mile walk they were also in for a wiggling for being inordinately late." That few could have suffered the chastisement of such a double ordeal is evidenced by the fact that many of the staff who served the company in those formative days are

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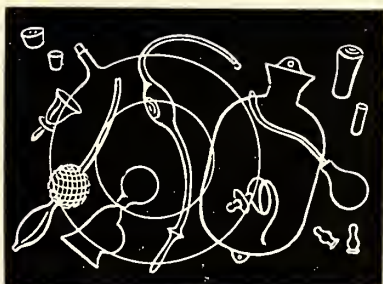
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still with it today and may be found as the nucleus of the packing team as well as among those in positions of authority.

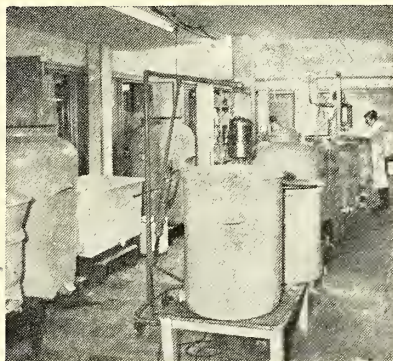
After two years a division was made at Danes Road to separate the dispensary from "manufacturing," the latter having increased its scale to batches of 50 gallons of the more frequently demanded lines. Rows of Royal Doulton earthenware pots capable of holding those quantities graced the production area and if one regrets the fact that they no longer exist one has also to remember that they required three able-bodied men to move them when empty.

### Mechanisation Comes In

The lightweight containers of 1967, even those that have ten times that capacity, are easily moved by one person, and even when full are similarly moved by one man and a suitable pallet truck. Mechanisation did not exist in the factory in 1961. The first equipment that was purchased was an 8-gall. domestic "boiler," which was pressed into service in the manufacture of syrup. Two 1-h.p. Silverson mixers followed shortly after. Also at about that time the company bought a battery of six Manesty stills, with which to meet its consumption of distilled water. The distillation of a gallon of water required the utilisation of seven other gallons to cool the distillate, a factor that, in the interests of economy, was not forgotten. The hot waste water was run into a storage tank, supplying the complete need of the bottle-washing plant, which was expanding in due proportion to the increase of general business. Something like 150 gallons a week of distillate was used by Rom-Labs in its manufacturing and in meeting orders—a figure that looks ridiculously small against the 1,200 gall. a week which is the current sales figure and which itself excludes the large quantity consumed in the preparation of medicines within the factory. It should be recorded that a large increase in sales was experienced two years ago as a result of presenting "purified water" in non-charged polythene containers supplied by Messrs. Lacrinoid. Those containers have been shown to possess an evidently profitable resale market, to judge by the number that see sub-

sequent duty as picnic water carriers at holiday times!

Chesham House, which currently houses the headquarters of Macarthy's Pharmaceuticals, Ltd., and the manufacturing facilities of Romford Laboratories, was opened in January 1964, and also included beneath the same roof the various associated laboratories. When Rom-Labs moved their stock and equipment to Chesham House from



"Rows of Royal Doulton earthenware graced the production area"

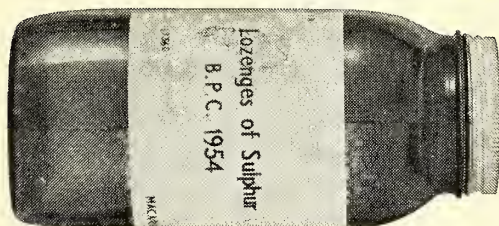
Danes Road, the way was opened for drastic reorganisation and increases in scale not previously possible in the older building. Pot size increased, and 250-gall. containers made their appearance, together with whole new ranges of equipment and mechanical handling apparatus. Among the machinery on the inventory of three years ago were a 5-h.p. Silverson, a Peerless, and three other smaller power mixers, a 300 Colloid mill, emulsifiers and a new Calmic filter that was to provide a pharmaceutical polish to many a liquid preparation. Gramac provided the first variable-speed conveyor and introduced the first element of automation into the company's packing line. A further six lines have been installed since and all quantity production now relies upon them to speed the "take off" of the many thousands of packs issued monthly from the factory. The very nature of the products sold by the company makes it impossible to automate all processes: there is still a need for someone to supply small quantities of a wide range of official drugs and preparations. Romford Laboratories, as part of its service to its customers, un-

dertakes to manufacture and supply these various lines, and must often have recourse to manual methods of packing as being the only rational way of meeting the demand. Where mechanisation can be applied as a tool for greater efficiency they have not been slow to make such additions to equipment as are appropriate. The employment of a twin-head King tablet-counter so speeded up the packing of the longer tablet runs that a completely automated King packing line was introduced for handling retail products. That particular range includes all those tablets and capsules, linctuses, lotions and mixtures, etc., commonly sold by the retail pharmacist without brand name. Initially the packing line was installed with a four-channel fully automated tablet filler and an auxiliary liquid filler feeding via a moving conveyor to capping, labelling and packing stations. The output of about 600 doz. packs per day from this equipment is now, however, so fully committed to the completion of tablet packaging that a separate installation for liquids is in project.

### Rationalisation

Since the amalgamation of the two groups of companies, Macarthy's and Savory & Moore, the equipment and production facilities have been rationalised to a large extent. One example is the transfer to a new plant at Tottenham, planned by Savory & Moore before the merger, of all ampoule production, and a similar concentration of the manufacturing of ophthalmic solutions in Romford. Yet another change has been effected in the production and packaging of Dentural in the plant at Chesham House. That nationally advertised product, originally made at the Norwich premises of Pharmaceutical Products, Ltd., occupies a single conveyor producing over 2,500 doz. packs per month. It incorporates an automatic twin-head liquid filler and cap tightener fed by a stainless-steel conveyor belt. The long line of screen printed bottles with their familiar design forms a continuous line of flow to the terminal packing station, where they are packed into printed outers of 2 doz. for dispatch. The polythene bottle used for Dentural is made and

Macarthy's make high quality pharmaceutical products.  
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Naturally, they got together.

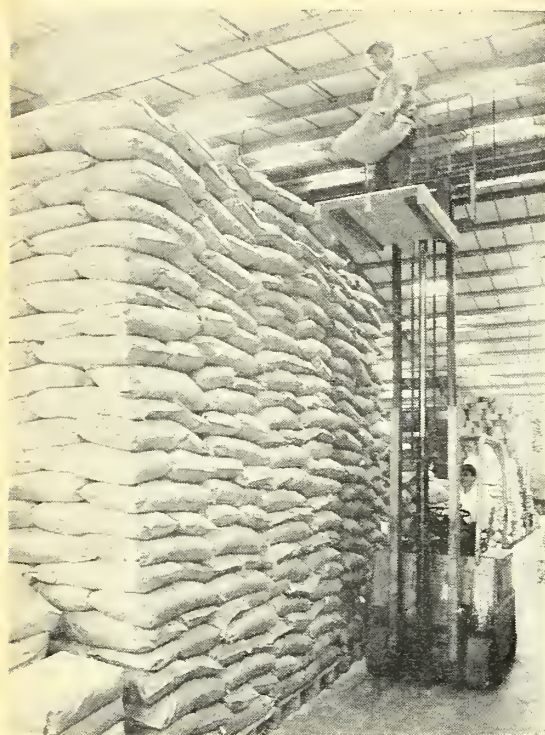


**That's  
the long  
and the  
short of it.**



**UNITED GLASS**

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A 20-ton stack of salt at Bryant Avenue for use in preparing Renalyte artificial kidney solutions

supplied by Metal Box Co., Ltd., and is to be seen in most pharmacies throughout Great Britain.

Earlier reference was made to syrup, B.P., being prepared in an 8-gall. domestic boiler. From that to the present 1,500-gall. stainless-steel tank, which is refilled at frequent intervals from a bulk carrier of Messrs. Tate & Lyle, Ltd., is a far cry. The tanker that delivers to Romford Laboratories connects with a stainless-steel pipeline and pumps the syrup directly into the storage vessel at the rear of the factory after the laboratory has cleared a sample taken for testing immediately the vehicle arrives. An ultra-violet discharge lamp in the tank head prevents mould and other microbial contamination from ruining the valuable contents and, when empty between deliveries, the tank has fully automatic spray-down cleaning, while frequent microbiological checks are made for control purposes. From that storage vessel syrup is supplied to the manufacturing areas and to a packing head via stainless-steel piping, ensuring a continual supply of uncontaminated product without any handling.

#### Devotion to Quality

The work of the analytical laboratories is summed up as an unremitting maintenance of quality. All raw materials purchased by the company are subject to routine analysis and must measure up to the company's own high standards. It is common to find that limits set are indeed higher than the minimum requirements of, say, the B.P. and B.P.C., and many sophisticated techniques are employed to carry out assay procedures. Modern antibiotics and other therapeutic agents call for their own specialised methods of evaluation; and chromatography, flame

photometry, spectrum analysis and other equipment can be found in use alongside traditional volumetric analytical apparatus such as burettes and pipettes. The laboratory is not above perfecting its own methods where that may be desirable, and a case in point is its adaptation of specific sodium-ion electrodes to the estimation of dialysis concentrates. In addition to the testing of raw materials, a full analytical scrutiny is made of intermediaries and final products before any batch of finished products is released for sale. It is the firm conviction of the company that the future of its manufacturing success is closely linked with its dual reputation for both service and quality, and that cheap drugs, which fail to reach the high standards expected, have no relevance and are therefore totally rejected.

#### Research and Development

Apart from the microbiological laboratory whose work is referred to in the article on sterile products, the company also maintains a pharmaceutical research and development unit, the duties of which include many aspects of formulation. New products are continually under investigation and the presentation, a year ago, of Macarthy's penicillin-V suspensions serves as a good illustration. To the uninitiated, one such preparation may seem much like any other, but when the company decided to introduce the product it set out to make two improvements upon some of its competitive items. First, shelf storage tests were conducted until it was possible to formulate a granule with a much prolonged life, and secondly, based upon the experience of years, it was decided to offer a product that was more acceptable to children, who are easily provoked into vomiting when ill, a fact that mitigates against the use of oral preparations unless they are most carefully presented. Trial batches were subjected to lengthy laboratory investigation to prove the former point, whilst selected children eventually helped to formulate a flavoured product which has been shown to be well received by most.

This laboratory also maintains a watchful eye on entirely new products under development within the group, some of which may eventually prove to be of considerable importance to its marketing organisation, and which are already the subject of international patents. The tell-tale sterilisation indicators, sold by Macarthy's as Vericlaves, have proved a difficult proposition to perfect but are expected to have a significant future sale. These are items which have evolved as a result of original research by the company — no mean achievement for an organisation which is often considered to be largely wholesalers!

Renal dialysate production and development is another field of expansion that gives great satisfaction to the company. Apart from having materially

helped in the early days to devise techniques for the manufacture and evaluation of those solutions those members of staff who are associated with Renalyte experience a great sense of involvement. That is quite understandable when one considers the number of lives that have been saved and usefully prolonged as a direct result of the introduction of this range of artificial kidney fluids. There is also a sense of satisfaction in the realisation that Romford Laboratories are without doubt the biggest producer of such fluids in Britain today. To contrast with the purchase of single lots of  $\frac{1}{4}$ -ton of sod. bicarb. in 1959, one may look at the deliveries, specifically for use in the production of Renalyte today, of sodium chloride and sodium acetate. To meet production requirements these are purchased in 20-ton lots — a significant growth indicator indeed! Renalyte solutions are delivered to hospitals throughout the country and are also ordered by hospitals for use by patients in their own homes. Romford Laboratories arrange routine deliveries to such patients of the dialysing concentrates, as well as formalin and chlorhexidine solutions and replacement supplies of tubing, etc., as required. The company further export quantities of Renalyte to hospitals overseas and regularly ship consignments by air to Amman and Greece.

#### Tablet-making

Another field of manufacture was tapped when Rom-Labs set up its own plant to make tablets. There can be no doubt that this is a sphere in which, although production figures may reach astronomical proportions, there remains an expertise that can only be bought by years of practical experience. It is therefore essential that, concurrently with buying the right apparatus, one engages a nucleus of expert tablet makers. This the company set out to do from the beginning and, as a consequence, it now possesses a small but efficient unit alongside the Chesham House building. Among the machinery employed are rotary presses and single-punch machines as well as the requisite preparation equipment, granulators, mixers, etc. A drying oven is used only for smaller batches of granules since the company invested in a Manesty-Petrie fluid-bed dryer, which is capable of drying in 20 minutes what would take 24 hours in the more traditional oven. Although the larger machine may consume around 97 kilowatts, the saving in time is obviously a great advantage in such a department as this, which has a capacity of production of the order of 300 million tablets yearly.

The inventory of substances prepared by Romford Laboratories is indeed a comprehensive one and is issued by Macarthy's as a separate price list (list B) of "Pharmaceutical Chemicals and Standard Formulary Medicines." It contains hundreds of compounds not referred to in this article on manufac-

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turing, and is as complete as any manufacturer's list can be. The numbers of entries is an indication to those who know the industry of the complexities and the problems of production. Many runs are short and do not lend themselves to full automation. That implies that the labour force must be not only relatively large but also highly dependable. It is a feature too of the company's staff that pharmacists play a vital rôle in every department — in manufacture, in the laboratories, in administration and in stock control. Nine pharmacists together with other science graduates and many qualified technicians supervise every aspect of the company's business in Romford Laboratories, an emphasis on the employment of qualified personnel that is continued throughout the whole network of companies that together make up the Macarthy's Pharmaceuticals complex.

Labels for the many products coming daily from the packing lines are printed on a Label Processes, Ltd. machine. About three years ago it was decided to change the style of the printed labels then in use and to produce a face that was plain and functional and readable at a distance. Whatever machine was employed, labels had to be printed quickly in as large a type face as was practical and in quantities that made it imperative for the machine to be easily adapted to short as well as for long runs. The plain and clear label that evolved is readily recognised by its very simplicity and Macarthy's "drugs" are to be found in pharmacies over an increasing proportion of the country — even in those areas in which the company operates no wholesale dépôt of its own.

#### Transformation

As one tours the factory at Chesham Close there are many other signs that the company has grown out of all recognition since its early days. Services such as piped vacuum and air pressure lines supply filling and other machinery that have served to increase efficiency and keep down rising costs. Pallet loaders and fork-lift trucks speed the handling of both raw materials and finished goods and the large vehicles that transport these goods to dépôts and other distributors all over the coun-



The Romford Laboratories' dispensary is equipped to make almost any pharmaceutical preparation

try are fitted with Joy loaders, a device enabling full pallets to be rapidly loaded throughout the length of the lorry. This fleet of Bedfords, which conveys Macarthy's drugs over hundreds of thousands of miles of road each year, includes two 10-tonners, seven 7-tonners, a 3-ton vehicle and a 15-cwt. long-wheel-base van, which is used for special delivery and collection services. Those are in addition to the 150 or more Bedford vans which make up Macarthy's delivery fleet.

Of the latest buildings acquired by Romford Laboratories, perhaps the most impressive is the new stores at Bryant Avenue, a vast single-story warehouse of which the most outstanding feature is perhaps its single span roof. Since no pillars obstruct the floor area, maximum use can be made of mechanical handling devices, and the erection of shelving and bays is not prevented or hindered by encumbrances such as stanchions. A 2-ton Conveyancer, capable of lifting a full load to a height of 15 ft., has proved a most important piece of equipment and it is supplemented by a number of other similar pieces of machinery, including the semi-pedestrian 1-ton Rollatruc for shelf loading, a 15-cwt. pedestrian fork-lift and a number of 1-ton pallet trucks. To facilitate loading and unloading, a port-

able conveyor belt is provided in the van bays. Despite the large quantities of materials in store and in transit via Bryant Avenue, the warehouse staff consists of only twelve men, a tribute indeed to the effectiveness of mechanical handling. Shelving for finished goods is similar to that which is in use at all Macarthy's depôts and is supplied by Sankey Sheldon & Co., Ltd., whilst the pallets of heavier goods are fork-lift stacked on heavy-duty bays erected from Dexion beams supporting 2 or 3 tons per 9-ft. run.

The story of Romford Laboratories really began with a dispensary and it is fitting to end there too. At Chesham House, the company's dispensary is equipped to make on a small scale almost any pharmaceutical preparation that the practising pharmacist either finds too difficult or for which he may not possess the requisite raw materials or apparatus. The pharmacist in charge, with his staff of a dozen or so trained assistants, aims to provide a truly practical service to customers and in so doing probably produces more in a month than the whole company was able to do eight years ago when it was first formed.

The events of this summer must inevitably pave the way for further rapid growth, diversification and expansion.

## Macarthy's Pharmaceuticals Ltd.

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# Macarthy's' Wholesale Depots

AND THE PEOPLE  
WHO RUN THEM

DURING the past twenty-one years the wholesaling of branded prescription products has become an essential part of the National Health Service. By the process of merger, "take-over" and by sheer growth, which is typical of the evolution of most industries, a number of pharmaceutical distributors now operate from depôts organised in national "chains" under a central head office, while many of the smaller single-depôt companies have formed a loose association so that they too may gain some of the advantages of a larger grouping.

## Catchment Areas

In general, wholesale depôts cover an area in which they can reach their customers on at least a daily urban basis (twice daily in the larger urban areas). Only in remote rural districts are as few as one or two deliveries weekly made (from journeys of two or three days' duration and supplemented by postal delivery). Thus, a typical depôt would serve a city or large town area of about 30-40 miles radius and a less populated region of from 60-80 miles radius. In order to give complete national coverage about 30-40 depôts would be needed and, since many of those areas can support only one, or at the most, two, wholesale depôts, no company has as yet succeeded in



Birmingham—typical of a Macarthy's depôt serving registered pharmacies only

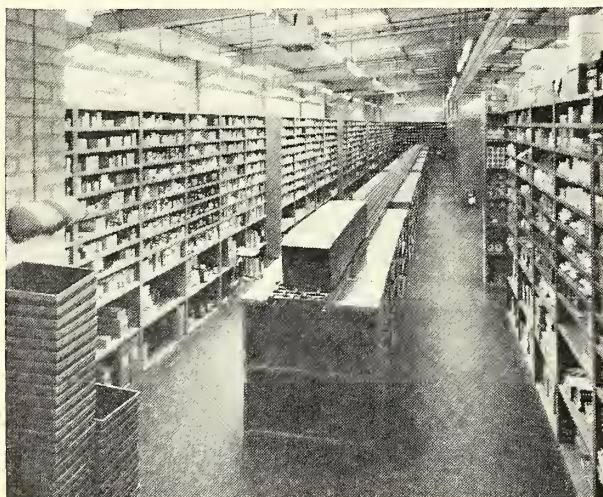
achieving that particular goal (if indeed, it is a goal at which any are consciously aiming).

The advantage of larger groupings is that few companies owning only one depôt can command sufficient business to pay for many of the services which pharmacists have come to expect from their wholesaler. Price lists are perhaps the most important of these. A comprehensive list of proprietary pharmaceuticals, for example, will have three or four hundred pages and, even if 1,000 copies are published, will probably cost from 15s. to £1 per copy. If only 500 were printed the price could well increase to from £3-£4 per copy. Journal advertising is scarcely worth while if advertisements aimed at

only 500 customers are inserted in publications with a circulation of 28,000. Small-scale use of card punch

and computer is equally uneconomical, so that "one-depôt wholesalers" must have recourse to older accounting methods.

From the point of view of efficiency, large groupings of depôts score heavily by their ability to contrast and compare every facet of depôt operation. Discussions between managers leads to a cross-fertilisation of ideas, while new methods and equipment may be experimentally tried out in a single depôt before adopting them universally. The proprietor or director-managed depôt still has one big advantage, however. Retailers like to feel that they can talk to the boss directly, and it is for this reason that Macarthy's give a great deal of power of decision to their depôt managers, who always endeavour to make themselves available to their customers and to investigate all complaints personally. They are encouraged to play their part in local pharmaceutical affairs through the medium of the Society's branches and, indeed, the modern manager should ideally be a pharmacist who regards himself as one of a pharmaceutical team. That team includes his colleagues in general and hospital practice who, with those engaged in manufacturing and research, act together to provide the right drugs for the right purpose at the right time. Pharmacists in wholesaling can also help in the dissemination of technical information through retail and hospital pharmacists to aid them in giving assistance to medical men, and to the general public.



"Stockrooms must be orderly, allowing easy movement for the assembly and checking of goods before dispatch"

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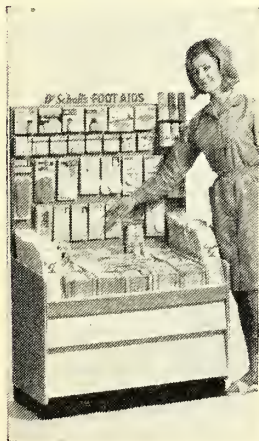
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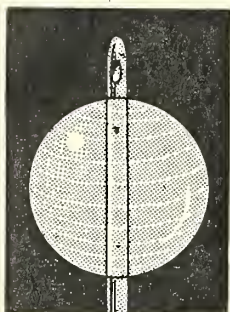
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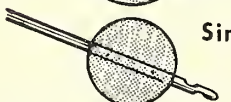


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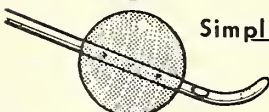
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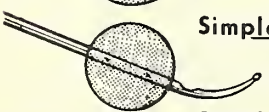
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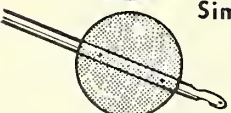
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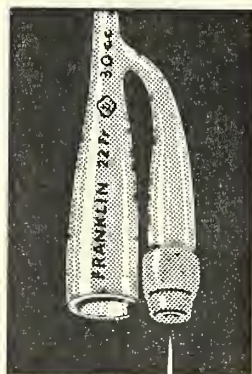


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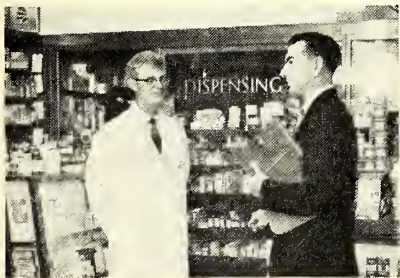
**MACARTHYS**

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The day-to-day operation of a wholesale depot would be impossible without the employment of three kinds of people — those who take orders over the telephone, those who provision, store and assemble the actual products, and those who drive the delivery vans. Telephone order-takers are usually young women who have qualities of patience and good humour, a good ear, and an ability to get their tongues round the thousands of product names which their customers daily require.

In order to operate efficiently, stockrooms must be orderly, not overstocked with some items and out of stock of others, and must allow for easy movement, assembly and checking of orders before dispatch. The brain centre of any stockroom is the stock control section which, in most companies, is a function of the purchase office. Indents on manufacturers are based on rate of demand and speed of receipt of goods, qualified by carriage terms imposed by individual makers. Provisioning is further complicated by seasonal considerations, the incidence of diseases of one type or another and the introduction of new products which may depress the sales of old ones. Altogether the art of buying pharmaceuticals is highly skilled.



Representatives make regular calls on every customer

The one member of the wholesaling team most frequently seen by customers is the driver. He is a man who must be something of a diplomat, have a good knowledge of product packs and strengths, a good memory for the messages with which he is often entrusted — in both directions — and should possess a well developed fund of patience to help him in his daily conflict with impossible traffic conditions! Good drivers are much appreciated by their employers and as much or even more by their customers. Mistakes are sometimes made, since we are all human, but many customers will react angrily to the merest hint that Jack the Driver or Jill the Order Taker could in any way bear the slightest blame!

Most wholesalers employ a team of representatives who make regular calls on every customer. These calls serve an essential purpose, not only in dealing with general complaints about the service and by promoting goodwill for their company but also by supplying a "feed back" of information about customers' needs to both head office and depot managers. Pharmacists often ask the "rep" why he bothers to call since their demands are met by phone and the service will only be used while

it remains effective. If, on the other hand, a representative fails to make one of his periodic visits he will inevitably be greeted on his next call by remarks such as "What happened to you last time — is my account not big enough for you now?" As every rep. knows — you just "can't win."

Altogether, pharmaceutical wholesaling is a stimulating business full of absorbing interest and with no two days exactly alike. Although the work can be frustrating sometimes, as when staff are missing due to holidays or sickness, or when manufacturers' consignments fail to turn up on time, the feeling which all in wholesaling share is that behind their efforts lies the provision of an essential ingredient in the treatment of the sick. Pharmacists who decide to take up employment in a depot quickly discover that it is a job that they

either hate or just can't leave alone. Like some of the products they will sell — the work inflicts on those who are suited to it a rapid addiction. There can be no middle course, you either quickly get out or stay for life.



A few of the many Macarthy's publications and price lists

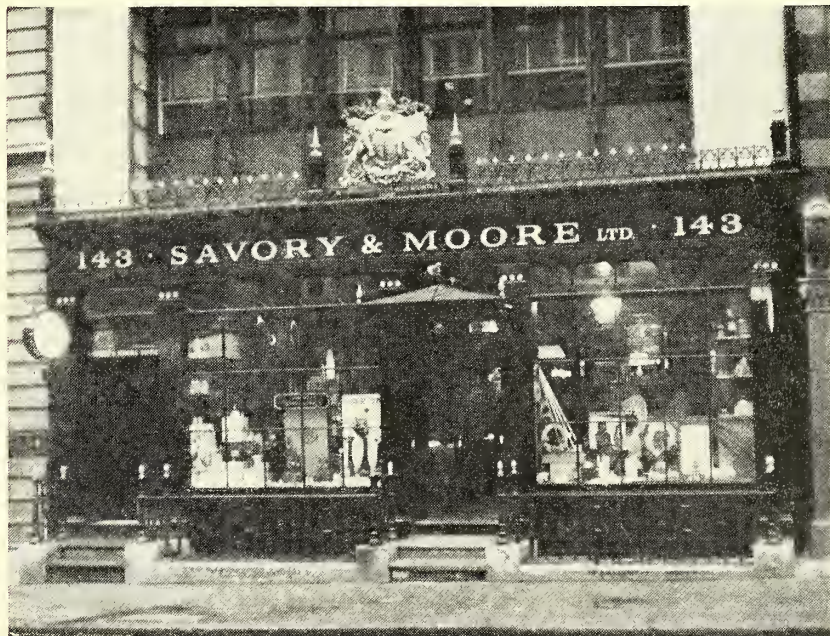
## Pharmacies of the Group

ALL the pharmacies of the new group will carry on business within SAVORY & MOORE, LTD., of which Sir Hugh Linstead is to be chairman and managing director and the majority of the directors will be pharmacists. The company will be largely independent of the parent companies, with which its primary relationship will be that of a customer. What problems does it face and what policy will it follow?

In one sense its problems are those of any other group of pharmacies today: how to give a full pharmaceutical service under circumstances in which such a service cannot economically stand on its own feet but must be subsidised by extraneous commerce. In another sense it has its own special problems, which arise from its origins and its traditions. Many of its pharmacies are historic units with local or national reputation that is economic-

ally valuable as well as adding to the prestige of the group. Savory & Moore can never be just a medium-sized chain like any other. It must respect its past at the same time as it is creating its future.

Sir Hugh Linstead believes that the Savory & Moore tradition, far from being a handicap, furnishes the clue to the group's progressive development. The company must base its activity on a sound financial and economic structure and a clear-cut organisation. It must accept likewise that modern rents and the current cost of staff can only be paid for by an active policy of diversification — at least into those lines which in Britain are traditionally associated with pharmacy. It does not, however, accept that in all and every set of local conditions the answer to the competition of the supermarket is imitation. In organisation, in cleanli-



The Bond Street pharmacy of Savory & Moore

ness, in lighting, in the display of goods, pharmacy has many lessons to learn, but in Sir Hugh Linstead's view the weakness of the supermarket lies in its anonymity, whereas the centre of the pharmaceutical unit must be personality: the personality of the pharmacist who carries the responsibility for the running of the pharmacy.

Personality has run strongly through the Savory & Moore tradition, as the names of those who have contributed

to it show: Savory, Squire, Martindale, Bell, for example, to name only some of the Victorians. In following that clue, rather than in slavish copying of the supermarket, the company intends to meet the challenge of modern commercial retailing. Under that policy the rôle of the individual manager will become more important and his personality will be reflected in the activities of his branch. How far and by what means he can have an increasing voice

in policy will be something for study and experiment.

Size, tradition and the kind of business they undertake suggest that Savory & Moore may well have found here a line of development that can be rewarding for themselves, for their pharmacists and for the pharmacy itself. It is certainly a pharmaceutical concept and as such entirely in keeping with the basic policies of Macarthy's and of Savory & Moore.

## Manufacture of Sterile Products

THE manufacture of sterile products poses a number of problems over and above those of more normal manufacturing, and those who enter it carry the responsibility of providing a number of costly yet essential services. Both Macarthy's Pharmaceuticals (through its subsidiary of Romford Laboratories, Ltd.) and Savory & Moore, Ltd., had, for a considerable time before the merger, been actively engaged in solving these problems, and rationalisation following the amalgamation has made the provision of analytical and microbiological control a much more economical venture. It so happens that the interests of the Savory & Moore group were largely directed toward the production of injectables, in both ampoule and multidose forms, whilst Macarthy's principal concern was in the large-scale manufacture of ophthalmic solutions, eye drops and eye lotions. Each is a highly technical operation and subject to very stringent control. The analytical and microbiological laboratories at Romford are responsible for the testing of all raw materials, intermediaries and finished products to prevent unnecessary duplications of these facilities and keep a watchful eye on quality.

As with all raw materials the analytical department assays substances to be employed in the manufacture of sterile products and ensures that they conform not only to the minima of the B.P. and B.P.C. but also to the company's own standards, which often exceed the official ones. Only when the laboratory has given its certificate of approval to a product may it be issued from the central stores for further use. With the establishment of a schedule of frequent van connections between the new Tottenham factory of Savory & Moore and Macarthy's of Chesham Close, the centralisation of stores, administration and analytical control has become an important economy in the operation of these two manufacturing plants.

### Injectables

In the ampoule production plant the compounding of solutions for injection is broadly divisible into two main categories. Larger-scale preparation of solutions for stock lines is undertaken in 25 or 40-litre stainless vessels and includes most of those ampoules to be

found in the company's price lists. There is, however, a considerable demand for small scale preparation of non-listed injections to the specific instructions of a hospital or other doctor. They are most often concerned with the need for an unusual strength of an otherwise standard item or may be the mixture of two or more agents not normally presented together.

### Under Pharmacists' Supervision

Compounding of the solutions is carried out only by staff who have had long experience and under the supervision of the two executive pharmacists. The water for making up solutions is, of course, freshly distilled from Barnstead and Mascarini stills, producing a pyrogen-free distillate.

Immediately each batch of injection solution is cleared by the laboratories, filling commences. On transfer to a glass aspirator the liquid is passed through a glass mat filter to remove the greater proportion of any suspended matter and then passes via a finer sintered glass filter to Autopak ampoule-filling machines, which are operated automatically at a rate of up to 5,400 ampoules per hour, depending upon size. Ampoules used are mostly of a type with "fired-on" labelling, preventing any loss of identification in the operating theatre, where ampoules may be immersed in spirit before use, and each is previously prepared by a careful washing process. Distilled water flushes out any particulate matter, dust, etc., and the ampoules are then carefully dried in

covered containers to prevent contamination.

Nitrogen gas is employed where necessary to flush air from the ampoule at the moment of filling of any oxygen labile materials such as papaverine and apomorphine, etc.

Sealing by gas jet of the ampoule neck is checked in a "bluing bath" of methylene blue solution in a vacuum vessel. Any deficiencies in the seal, or the presence of cracked glass, are made apparent by the ingress of dye into the solution contained in any faulty ampoule. This test is performed after sterilisation and is therefore a double check to make sure that any faulty seal or ampoule which develops cracks in the autoclave is rejected.

One of the latest pieces of equipment to be purchased for the Tottenham plant is a spray-cooled autoclave, which provides rapid cooling of contents when the sterilisation cycle is complete. Two major advantages are gained from this technique. First, those substances which deteriorate if kept at too high a temperature may in some instances be suited to a process in which temperatures can be adjusted quickly. As a direct result, also, of the rapid cooling of the autoclave contents it is possible to sterilise five or six loads in the time previously allocated to only two similar sized loads in the older apparatus without this refinement.

A programme of storage tests is now being carried out on all ampouled materials with the object of determin-



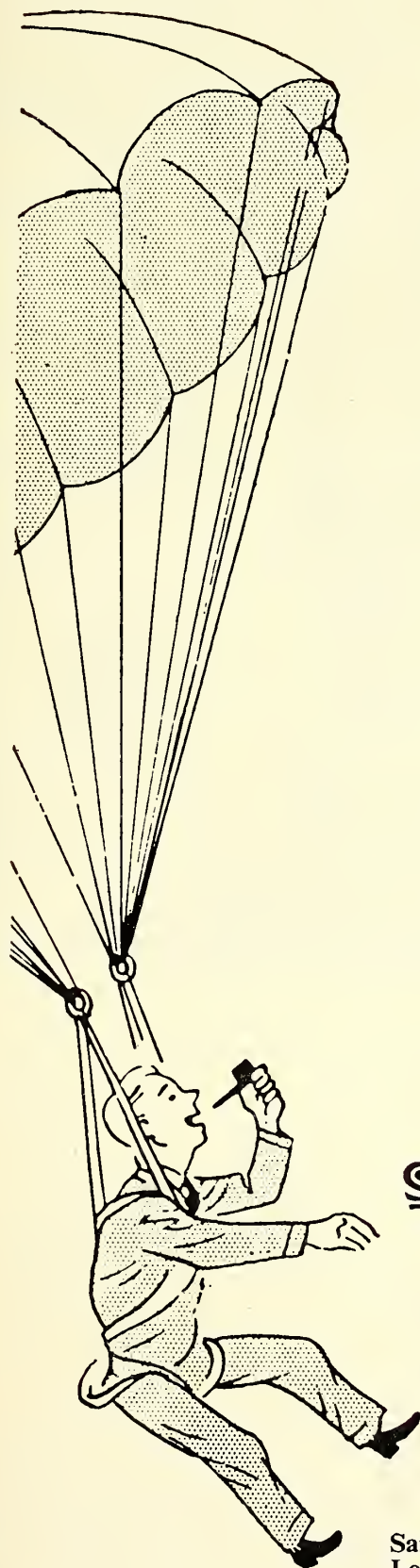
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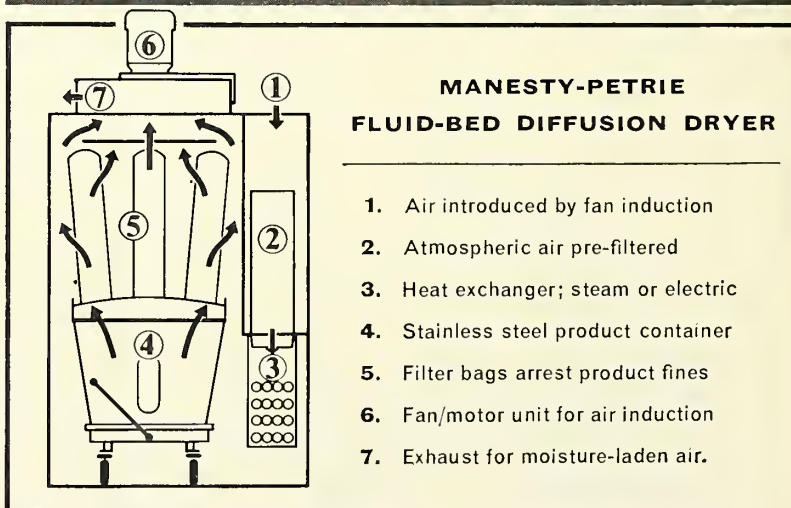
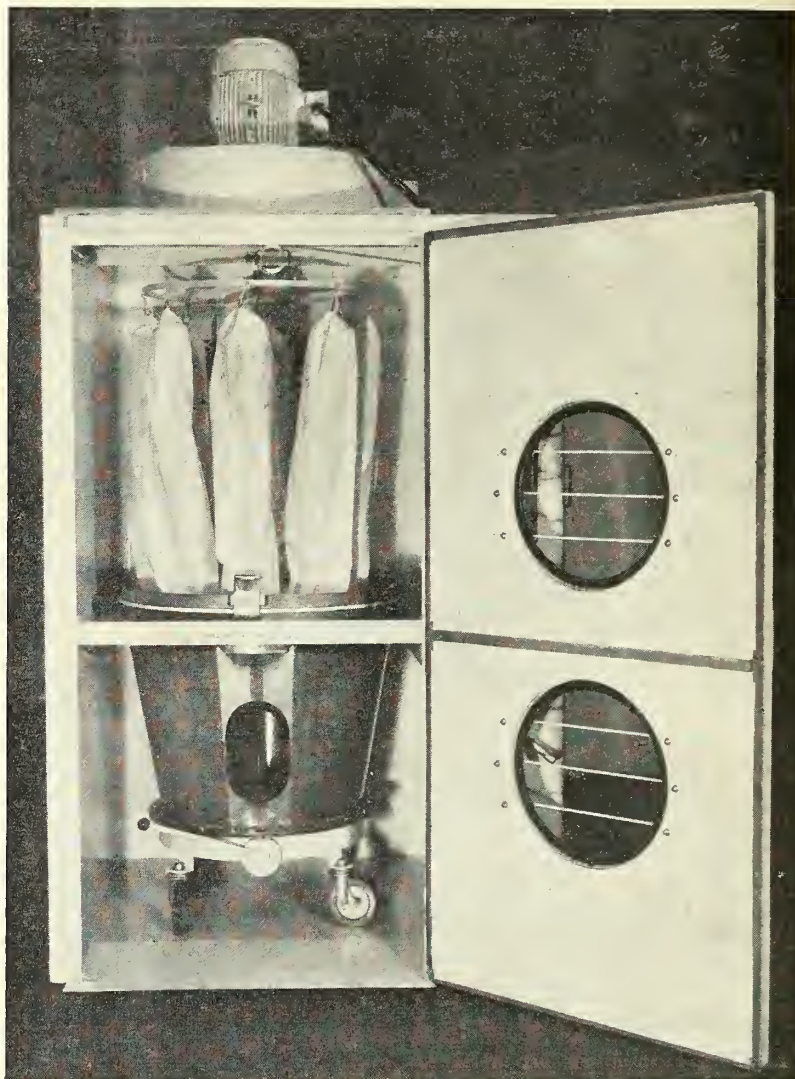
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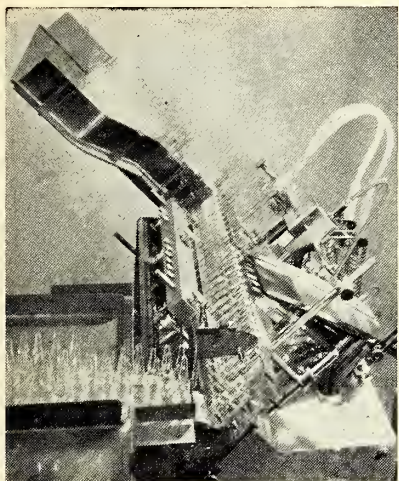


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Autopak machine for automatic filling of ampoules

ing the life of many standard formulary injections. Of necessity this work will take some time, but as no "shelf life" is specified for many products, Macarthy's opinion is that the work is long overdue.

Reference has been made to the premises of Savory & Moore, in which sterile injections are prepared. The buildings are entirely new and only recently occupied. In all, the offices, compounding, filling and other areas in the Stamford Road premises occupy about 8,600 sq. ft.

#### Ophthalmic solutions

The B.P.C. supplement of 1963 specified that eye drops would in future be presented as sterile solutions. The requirement has revolutionised the packaging of these products. Whereas previously it was necessary for the manufacturer to prepare them to normal standards of cleanliness and hygiene it is now the policy of the Macarthy Group to pack ophthalmic solutions aseptically from materials that have been previously sterilised by filtration. An enlarged "aseptic area" has been built as part of the general production facility of the company. A positive pressure air-filtration apparatus changes the atmosphere eighteen times per hour, using air that is virtually devoid of particles and micro-organisms. Entrance to the aseptic room is through a double air-lock, which also serves as a changing and scrubbing up rooms in which operators change into sterile over-clothing of cap, gown, mask, gloves and shoes, each item provided by the sterilising room on the lower floor.

Once the room has been prepared for use, routine testing for "bacterial fall-out" is maintained until packing is complete, checking on the cumulative effectiveness of air filtration and the various other measures commonly employed, such as spraying with bactericidal solution all benching, walls, etc.

The advent of the B.P.C. supplement had certain other repercussions on the packaging of eye preparations, in that it was found necessary for the company to purchase sulphated dropper

bottles, wash and sterilise them in a quantity not hitherto envisaged and to similarly prepare caps, teats and pipettes.

Each item is washed before the cap, teat and pipette are assembled for further processing. They are then boiled in a solution containing twice the strength of preservative and/or bacteriostatic appropriate to those which are included in the solutions to be filled. Bottles are sterilised in electrically heated ovens in specially designed aluminium trays, a feature of the arrangement being the time-clock operation, by which a full load can be processed overnight and allowed to cool in a sterile environment ready for immediate use the following morning.

The manufacture of solutions is carried out in a normal atmosphere, and materials are then assayed for active constituents prior to sterilisation and packaging; qualitative and quantitative tests verify the correct preparation of each batch. When the pharmacist in charge of the analytical laboratories has officially passed the batch for filling it is transferred to a 25 litre stainless steel vessel and pressurised under nitrogen. It is then passed through a Millipore membrane filter of a mean pore size of  $0.220 \mu$  into a previously sterilised collection vessel. Before transferring the "raw solution" to the filter, it is necessary to carry out a test on the membrane to ensure its integrity, as pore size can be distorted if sterilisation is carried out at too high a temperature or a membrane may suffer hair line cracks during sterilisation.

Sterile bottles and dropper assemblies are brought to the aseptic area in the closed trays in which they were sterilised, thus obviating risk of bacterial contamination. The trays are sterilised externally by swabbing with bactericide before entering the area, and packaging can then commence. The volumetric filler, operating on the same principle as an eccentrically driven syringe, is preset to deliver the precise volume of liquid and, whilst one operator fills the bottles beneath an aseptic screen, a second person takes a sterile dropper assembly from its tray and screws it on. As packing proceeds a predetermined number of bottles is set to one side

for use as samples for analytical purposes.

When the batch is packed it is transferred from the aseptic room to racks outside, where it awaits the bacteriologist's report that it is safe to issue. Two quite different methods of microbiological examination are carried out simultaneously in order to give full assurance that the aseptic transfer method has been successfully accomplished. Using the official method aliquot portions of samples taken are incubated with nutrient aerobic/anaerobic broth for seven days at  $32^{\circ}\text{C}$ , and at the end of that time clarity of the medium is an indication that the material is safe to issue, subject of course to the satisfactory interpretation of the controls. The method is, however, subject to certain limitations. First, if bacterial contamination of low numerical order exists, it can possibly be missed altogether. Secondly, taking a sample of the medicament and adding it to the nutrient medium may itself inhibit the growth of a susceptible micro-organism contaminant. In the second method of examination the total volume of sample available for analysis can be passed through a sterile Millipore membrane filter to retain each organism if any indeed are present. Sterile saline is then passed to elute from the membrane any growth inhibiting substances such as sulphacetamide or chloramphenicol and the filtration surface is subsequently incubated with broth, and again turbidity would denote the presence of viable organisms. The advantages of this method are concerned with its much greater sensitivity.

#### Volumetric Determination

A number of samples taken during filling are transferred to the laboratory for accurate volume determination in order to check any discrepancy in the setting or the filling head. Only when satisfactory reports are received both from the analytical and microbiological departments can the final stage of packaging be complete. Filled stock is taken for visual inspection of every bottle, against light and dark ground illumination, during which any suspended particles are apparent and the bottle is rejected. Materials passing every stage of testing and inspection and are then sealed with a Viskring cap seal, labelled and individually cartoned before dispatch to the customer.



Using a Millipore manifold filter in the preparation of ophthalmic solutions

# Renalyte Dialysis Concentrates

## THE PRODUCTION OF ARTIFICIAL KIDNEY FLUIDS

The need was twofold: accurate compounding and a guaranteed delivery schedule. Since those early days dialysis, as a method of treatment, has gained impetus, and since the formulations of kidney solutions have also grown numerically the laboratories undertake to prepare any solution that may be ordered for an individual, a particular machine or to meet the specific requirements of the specialist. In general terms, aqueous solutions of sodium salts, chloride and acetate, with calcium, magnesium and potassium chloride, lactic acid and dextrose are manufactured in a concentrated form to be diluted as necessary at the time of use. The generic name for all such solutions manufactured by Romford Laboratories is Renalyte, and each is identified by its code number.

### Two Methods

Two methods are employed: Haemodialysis and peritoneal dialysis. Either method may be used to increase or decrease the hydration of the patient, remove toxic metabolites and select the degree to which inorganic salts are exchanged.

In peritoneal methods sterile fluids are diluted aseptically, warmed to body

temperature and pumped into the peritoneal cavity.

In the manufacture of Renalyte concentrates for both dialysis treatments Romford Laboratories exercise rigorous control to individual standards laid down by the laboratory. Chemical and physical methods of assay are employed to establish the precise content of the solutions. A solution prepared for use as a peritoneal dialysate has first to be sterilised, and Renalyte solutions intended for such cases are filtered and autoclaved before issue in M.R.C. bottles.

### Speedy Supply Essential

There is doubt whether a single method of treatment will ever evolve from the several systems used at present. It is therefore doubly necessary for solutions to be supplied quickly as the need for any one type emerges in a given kidney unit. Romford Laboratories have geared their production to meet the differing orders that the situation demands and the delivery schedule takes in the whole of the British Isles.

Renalyte concentrates are also appearing to an increasing extent in a number of hospitals overseas.

Accurate compounding and careful assay . . . potassium determination by flame photometry

THE development of machines to dialyse patients suffering from renal failure is the subject of many reports in both the lay and medical Press. Public imagination is fired by the occasional report that, because of lack of funds or of equipment, a certain individual is condemned to die and responds by providing substantial financial aid. Despite the sudden surge of local feeling, few of those who subscribe have any notion of the procedures that are involved and the degree to which the patient is led back to a near-normal life — a factor that has made dialysis such an important method of treating renal failure.

Romford Laboratories, the manufacturing company of the Macarthy Group were approached some years ago to assist in the preparation of solutions employed in a hospital kidney unit.

## Introducing the Computer

*THE increasing use of machinery within the group is an indicator of the expanding volume and scope of the work undertaken. In a period that has been without parallel in the history of the company a fitting finale to the year is the installation of the computer at Macrom House, Romford. After many months of study, the complicated apparatus is being assembled and the strange new vocabulary of "programming" and "systems analysis" is being heard in increasing use in the corridors and canteens of the headquarters building.*

The 421 tabulator in use. A 100-line-a-minute printer is at work in the unit card installation

MACARTHYS' aim is one of progress—in all aspects of its business—and this is as true of the centralised accounts offices as it is of sales and distribution activities of the depôts throughout the country. In recent years it has become usual to associate computers with progress; indeed it is sometimes assumed, quite falsely, that any company that does not have one is behind the times. Macarthy's now consider the time has arrived to install their own computer. That this is no rash decision, consideration of the events will show.

All accounts work except the raising and issue of sales invoices is centralised at Romford, with the result that the staff of each distribution dépôt are better able to concentrate their efforts on service to their pharmacist customers. It is a maxim of the company that the management and staff of these depôts shall regard their prime function as being one of getting "the right goods to the right place at the right time" and not have any reason to equate quality of service to the state of an individual's account. At the same time the resultant concentration of volume of accounts work at Head Office enables qualified and experienced accounts staff to be employed in greater depth than any

one dépôt could support, to the mutual benefit of customers, suppliers and Macarthy's alike.

Maintenance of accounts records has progressed over the years from hand written ledgers to keyboard accounting machines but, as the organisation expands, so does the demand for accurate and prompt management information, and clerical methods of obtaining this information become cumbersome and obsolete. It is with this background that Macarthy's thoughts turned to computers. Studies have been made for several years—should a computer be purchased? . . . or rented? . . . or should the company employ one of the ever-increasing number of bureaux? . . . indeed, was a computer really necessary? Detailed analysis of the situation showed that the time was rapidly approaching when a computer could be justified, but there were areas in the company's activities that did not lend themselves to being transferred to a computer. The biggest of these was sales invoicing.

The company's policy is "invoice with goods," so much so that it has almost become a motto. With the rapid turn-round time (maybe minutes, certainly no more than an hour or two) during which a telephoned order becomes a van delivery, invoices must be processed and completed on the spot at the dépôt. Access to a central computer is so costly that invoicing must remain outside its orbit.

Whilst Macarthy's was progressing to the fringe of computer employment another well established group of phar-

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# "-that would be selling!"



The Bayer Products Company, Surbiton-upon-Thames, Surrey.



Central processing unit of an I.B.M. 360-20 computer (similar to that currently being installed at Macarthys).

maceutical companies, Savory & Moore, including the Martindale Samore chain of wholesale depôts, was similarly developing towards a comparable installation. That company, with its accounting functions centralised at Brighton, had gone one stage beyond the use of keyboard accounting machines. An I.B.M. punched card system with tabulators was in use mainly for producing sales ledger statements and purchase ledger records. Although invoices were not sent with goods, much of the work of raising them was carried out at the depôts so, to some extent, the same circumstances applied as at Macarthys, precluding the preparation of invoices on the punched card installation or on any computer that might be envisaged.

### Next Logical Step

When Macarthys took over Savory & Moore it was seen that each organisation had reached the point where a computer was the next logical step in meeting their management and accounting requirements, even though the preparation of invoices could not be included in the programming. Plans were immediately made to install an I.B.M. 360 (model 20) computer, as sufficient studies had been made by both organisations in the past to render any further feasibility studies unnecessary.

For the technically minded, Macarthys' first computer will comprise eleven key punches, nine verifying punches, two one-thousand-card-a-minute sorters, an interpreting punch, a multi-function card machine and an eleven-hundred-lines-a-minute printer in addition to a card reader and a processing unit.

Savory & Moore have several years' experience in punched card accounting, a principal factor in starting with a card computer and rejecting temporarily the use of paper tape, magnetic tape, film or other advanced computer techniques. Those will come later.

The key punches will be used to produce information about sales invoices, purchase invoices, cash transactions and so on into an individual punched card. This information will then be completely checked by the verifying punches, ensuring maximum accuracy before processing in the computer. Each punch looks rather like a typewriter keyboard set on a table with a framework behind it into which blank cards are automatically fed for punching and automatically stacked afterwards.

The cards are sorted from the haphazard sequence in which they are produced into any desired order on the high-speed sorters, arranging them by "customer account number" sequence or chronologically or invoice-number series—or, indeed, any other logical sequence.

An interpreting punch prints on each card the information punched into it, making it easy to identify what information it contains, and the multi-function card machine is used mainly to feed information from several sources at the same time to the printer. For instance, when statements are being printed there will be one stack of customer name-and-address cards and one stack of invoice cards, credit-note cards and cash-transaction cards. The information for one customer's statement has to be read from each stack before moving on to the next customer's statement.

### Exciting for all Concerned

The installation of a computer is an exciting experience for all concerned. Management has to move into new spheres—new ways of thinking. Staff have to forsake old established routines and take up new ways of working, acquiring new skills. Its installation is a team effort. At Macarthys there is the will to accept the computer, to adapt and to move forward. Initially the computer will be used primarily for accounts work, the production of sales-ledger statements and purchase-ledger records. Allied to the production of sales-ledger statements will be the production of sales statistics by "customer," "van route," "representative" and "outlet," all of which will be mere by-products and will not occupy weeks of clerical effort. The resultant improved management information will enable Macarthys more rapidly to identify where improvements can be made to customer service.

What other benefit will the installation of a computer bring to the customer? Apart from the obvious improvement arising from better informed management, statements will be better presented and issued more promptly. Not that management information is lacking now, but Macarthys is constantly alive to the need to review accounting methods and to keep to the forefront in the pharmaceutical industry.



Card sorting and tabulator preparation in progress.

## INDEX TO ADVERTISERS

Adrema Ltd. ....	20	Daniel, H. E., Ltd. ....	43	Macarthys Ltd. ....	23
Allen & Hanburys Ltd. ....	5	Epsom Glass Industries Ltd. ....	14	Manesty Machines Ltd. ....	38
Armour Pharmaceuticals Ltd. ....	18	Essex Corrugated Containers Ltd. ....	19	Rendell, W. J. Ltd. ....	34
Ashwell & Nesbit Ltd. ....	31	F A I R. Laboratories Ltd. ....	8	Riddell Products Ltd. ....	13
Astra-Hewlett Ltd. ....	13	Franklin, J. G., & Sons Ltd. ....	34	Sankey-Sheldon Ltd. ....	37
Bayer Products Co. ....	41	Harvey Hudson Co. Ltd. ....	13	Scholl Manufacturing Co. Ltd. ....	33
Beatson, Clark & Co. Ltd. ....	44	Hirst Buckley Ltd. ....	17	Sun Life Assurance Society Ltd. ....	14
Beecham Research Laboratories ....	26	Hydrophane Laboratories ....	34	Unipack Ltd. ....	32
Bengue & Co. Ltd. ....	13	King, C. E., & Sons Ltd. ....	25	United Glass Ltd. ....	27
British Felsol Co. Ltd. ....	43	Kittridge Industrial Flooring Ltd. ....	43	Vauxhall Motors Ltd. (Bedford) ....	10
Burroughs Machines Ltd. ....	17	Lacrinoid Products Ltd. ....	43	Wander, A. (Pharmaceuticals) Ltd. ....	30
Burroughs Wellcome & Co. ....	29	Leyland & Birmingham Rubber Co. Ltd. ....	25	Warne, William, & Co. Ltd. ....	4
Bush Boake Allen Ltd. ....	2			Wilson & Whitworth Ltd. ....	20
Carus, Alexander, & Sons Ltd. ....	6				
Castle Huskisson Ltd. ....	20				
Cow & Gate Ltd. ....	25				
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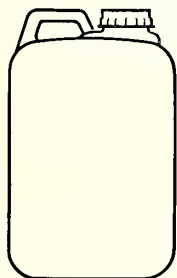
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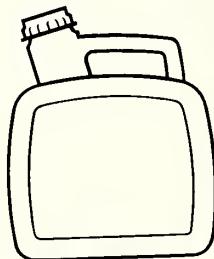


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